

# The ROTARIAN

Chesley R. Perry, Editor and Business Manager

Vol. V

SEPTEMBER, 1914

No. 3

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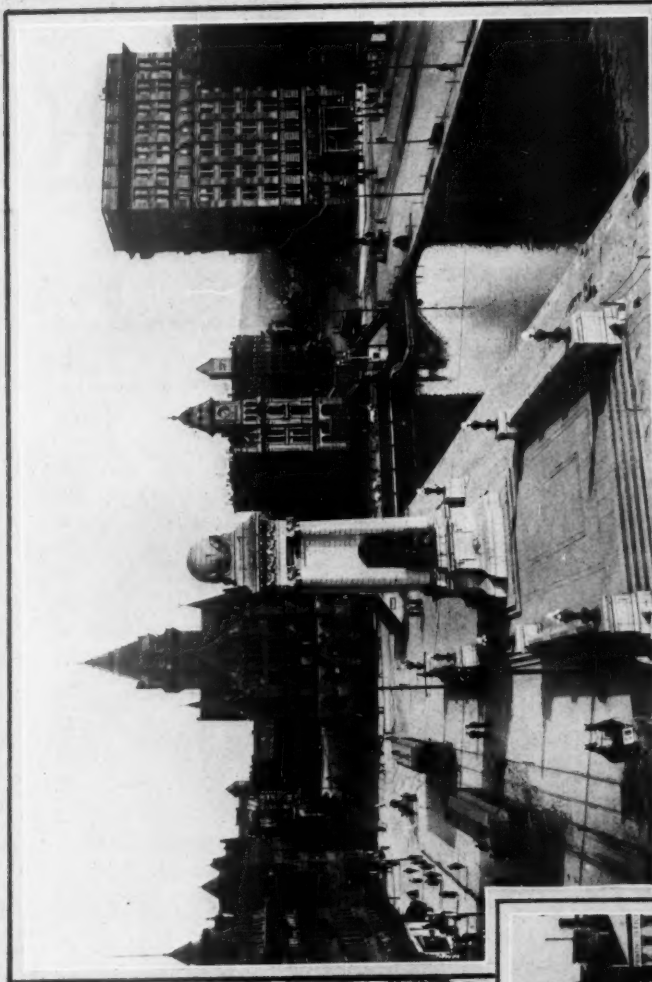
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SERVICE

ISSUED MONTHLY

*"Our Syracuse"*

*See Page 25*



CLINTON SQUARE, SYRACUSE,  
SHOWING SOLDIERS AND  
SAILORS JOINTMENT



CLINTON SQUARE  
IN 1850

# The Rotarian

Official Organ of the International Association of Rotary Clubs

Vol. V

SEPTEMBER, 1914

No. 3



## "SUCCEED WITH SYRACUSE"

The charms and advantages of a great inland city are the principal features in this issue of our magazine. Here is a city with a history full of interest.

"Succeed with Syracuse" is the slogan of the ultra busy "Central City" of the Empire State and a slogan typical of its history from the inception of the hustling town that has been known, the world over, as "The Salt City."

During the early period, when the White man was an unknown quantity in that vicinity, Syracuse as it is now known was the very center of the Red man's activities. At that time it acquired the habit of success and, as all habits are prone to do, the habit has grown to tremendous proportions. From Red to White, from the wild to the civilized, from generation to generation it has grown, until today it is a habit that has its roots so firmly planted, that even the cyclone which recently visited the fair city of Syracuse could not uproot it.

Syracuse has all the ingredients of success in its physical make-up. It has an elevation almost equal to the famous Adirondack mountains, insuring a most healthful and invigorating air. It is located centrally with a great number of smaller cities, towns and hamlets to draw from.

From towering Pompey Hill on the south to the great Lake Ontario on the north, from the undulating Cazenovia Hills on the east to the beautiful Skaneateles lake on the west, it is one vast panorama of wooded hill and shaded dale, full to repletion, almost, of God's most wonderful art.

Like a Rotarian wheel, Syracuse sends out her spokes of water and steel, gathering to herself commerce and prosperity from a country rich in agricultural produce, supplying in return the manufactured product and articles of a higher civilization demanded by a rich countryside which is steadily increasing in its requirements.

Syracuse is a city of homes, not a city of transients. In the churches, in the parks, the theatres, on the drives and in all places where people congregate, groups made the old, the middle-aged and the young predominate, happiness and contentment being equally enjoyed by all.

In educational matters Syracuse stands in the front rank, the envy of all the cities of the state, none being equipped as generously and as well.

State Fair week is a gala week. The fair itself, a wonderful pageant, is augmented by the "Mystic Krewe" so that not only are the days filled to overflowing but the evenings are even more beautifully taken up by the parades of the "Mystic Krewe."

Sunday, the Lord's Day, Syracusans devote to religious worship to a greater extent, probably, than any other city of its size.

Syracuse is a good town to live in, to do business in, to play in, to study in, to worship in. Why shouldn't its inhabitants to the fullest extent "Succeed with Success?"

C. B. H.

## THE GROWTH OF A MORAL IDEA

A British magazine is on the whole very much pleased with the work done at the recent convention of Ad Men at Toronto. This magazine recognizes "a grave need for some decent standard of practice" for ad men along the lines of unfair competition, the maintenance of one price for all, etc., and then this magazine gets mildly excited over the proposal of the American ad men to "recognize that it is bad practice to unwarrantably disturb the relations between a client and an agent who is faithfully and efficiently serving such client."

The magazine comments on this proposal by saying "this may represent a most beautiful ideal but there is not much prospect of its realization until the lion and the lamb become bedfellows." Unfortunately this attitude has been and to a large extent still is, both in America and Great Britain, the attitude of all business on the subject of establishing rules to prevent unfair competition.

As a matter of fact and sense there is no reason why we should feel that one lawyer ought not to solicit another's clients nor one physician ought not to solicit another's patients and at the same time believe that one advertising agent should attempt to take away the bread and butter from another advertising agent. This is the spirit of "every man for himself, the Devil take the hinder most."

Modern business in every branch is coming to realize the meaning of co-operation and competition, and to a considerable degree these words in business must come to have something of the same significance which they have in sports.

If in any line of business men have to try to take away by under-handed methods the customers of another then such a condition is evidence that there are too many men engaged in that line of business for the welfare of society. The state ought to limit the number of men that can go into that line of business and make other men turn their attention to other lines of business that need more competition—competition in the production of the quality and quantity of goods, the speed of delivery and other legitimate phases of competition.

When the time comes that just the right proportion of the human family are doing each branch of its respective work, the world will be a more prosperous and happier place to live than ever before.

Securing customers of clients on any other basis than that of service is disturbing the law of supply and demand.

We can not refrain from making one more quotation from this British advertising magazine which says "we should be quite content if agents improved their business matters in certain, well understood directions without contemplating the wearing of a halo or the growth of a pair of wings."

Isn't this delightfully British in its gentle ridicule? But listen to the applause from the American section! How hard it is for the old school to give up their ideas that things must go wrong because they have always gone wrong. How hard to believe that man is not necessarily a devil. Somebody started the story a long time ago that all mankind is terribly wicked and it has been repeated from generation to generation and we have believed it because nobody told us any different but if anyone tried to do so we called him names and pointed the finger of scorn at him and drew our garments away from him.

It is just beginning to dawn upon some people that mankind on the whole is good and that all one has to do is to be conscious of his own goodness, throw off blinders which superstition tied on him centuries ago and do everything that he does, including his business, in a righteous manner. In the days to come when the practical ideals of the ad men and of the Rotarians are realized men will be so good and their goodness will be so radiant from them that the wings and halos of angels will be but a hazy recollection of a dim past.

C. R. P.

## WHERE ARE THE INTERNATIONAL PEACE ADVOCATES?

Would-be funny paragraphs are making their appearance in newspapers and magazines asking: How about the meeting of the Peace Society? Will somebody please have Mr. Carnegie paged? and so on. The thought apparently is that because a world-war has broken out, the peace advocates have been crowded off the map.

As a matter of fact each nation that has entered this war (with the exception possibly of Japan) has done so expressing its sincere regret at having to engage in war. The chancelleries of Europe have each apologized to the international peace advocates for ordering the murder of a million of a neighbor's sons.

The far-flung battle line running from the North Sea, through Belgium and down the Franco-German border, through the Mediterranean and out into the China Sea is a powerful argument for the discovery of some plan by which the establishment of such a line again may be prevented. Let this war go on if it must needs be, but let us give thought now to the horrors of war and the blessings of peace. Let Rotary make International Peace and Good Will its mission as an international organization. Let us draw into the fellowship all the great fraternal orders, the press, the church, the institutions of learning, all commercial bodies and create a public sentiment that will by its seriousness and its extent cause rulers to pause and hesitate long before attempting again to declare war after the present trouble has been settled.

In the August issue was printed a resolution on this subject which had been unanimously adopted by the Houston convention. This resolution contemplates that the present board of directors of the I. A. of R. C. will formulate some plan whereby the whole strength of Rotary may be exerted to the accomplishment of permanent peace among the nations of the earth. At the time the resolution was introduced and adopted the present world-wide war was little expected, but fortunately, the Association went on record. Today the storm of war is about us. We can do nothing now but plan what we will do when the storm subsides. Let Rotary then be ready!

C. R. P.

## Thank You, Cincinnati, Thank You

THE story goes that when he heard of his country's need Cincinnatus left his plow standing in the field and went forth to lead his countrymen to victory. The modern "Cincinnati" came to Houston and learned of the business problems of THE ROTARIAN. They went home with a zeal to do something, to make some definite contribution to the cause of Rotary this year. They did not drop their plows nor cease any other activity, but they decided they would give their magazine a "boost," and therefore our thanks. The Cincinnati Rotarians first got their Chamber of Commerce to join them in a whole page Cincinnati ad contract for a year. Then the Cincinnati men wrote every other club in Rotary and asked them to do likewise. Oh, but this is great work. Bully for Cincinnati—we like to work for such owners of a magazine. And they did it without consulting the editor or fiddling around in any way. They saw what was to be done and went to it. Like Cincinnatus, they heard the call and responded promptly and effectively. This is not the first time we have had occasion to thank the Cincinnati "on the Ohio" for loyal and helpful support to International Rotary and all that relates to it.

### "They Rallied Round the Flag"

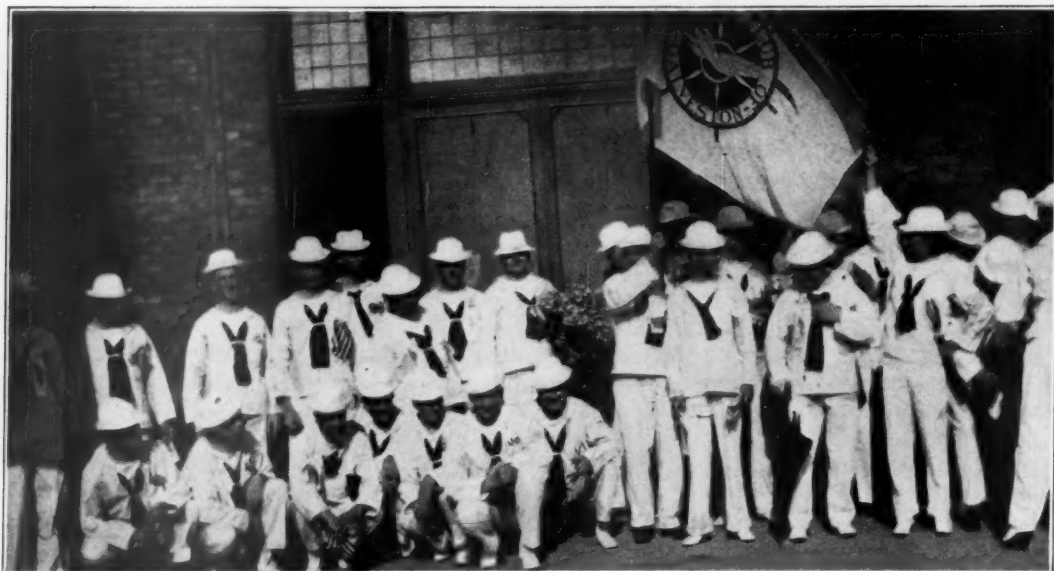


Photo by M. O. Frost, Galveston.

*In order to emphasize the importance of their city as the great seaport of Texas, the Galveston Rotarians appeared in sailor costumes at Houston during the convention, and made a great hit.*

### At Kansas City On the Way Home from Houston



*A splendid picture of the eastern delegation that returned in special cars from Houston. Clarence W. Brazer of New York City took the photograph. It is too bad that we haven't space to give all the names, but as this is the Syracuse Number, we will just mention that the fine looking chap in front of the tree is President Sam H. Cook of Syracuse.*

## Our Syracuse

By Arthur J. Brewster

**S**YRACUSE is not the largest, nor the oldest, nor the wealthiest city in the country, yet somehow, we had rather live here than any other place on earth.

As you will see from reading the pages that follow, we are in the process of growing big, yet some of the delightful small town intimacy still lingers with us.

Our wealthy men are not so rich that they have lost all of the treasures that money can't buy, nor are our poor so poor that they don't have many of the things that money can buy.

We still know our neighbors and like to sit on the veranda in our shirt sleeves. By degrees we have become accustomed to wear the claw-hammer coat, but we still reserve the right to swear a little when we have to. Our ladies are as pretty, as bright, as good and wholesome as they make 'em, and they haven't forgotten how to get up a good meal of "vittles," if they have to.

We have our successful men of wealth, and they are good fellows in spite of it. You can get in to see them without much red tape. They support our charities and give a lot of men jobs. If they are getting "theirs," the rest of us are getting "ours," too.

We have about the usual number of automobiles per thousand of population and about the usual number of mortgages that remind us what a good time we are having in said automobiles.

We pay our bills—at least before we are sued, and we go to church on Sundays (sometimes).

We have our four hundred, but the lines are not drawn very closely. The wealthy do not flock to any one section and they seem to be pretty much like other folks, after all.

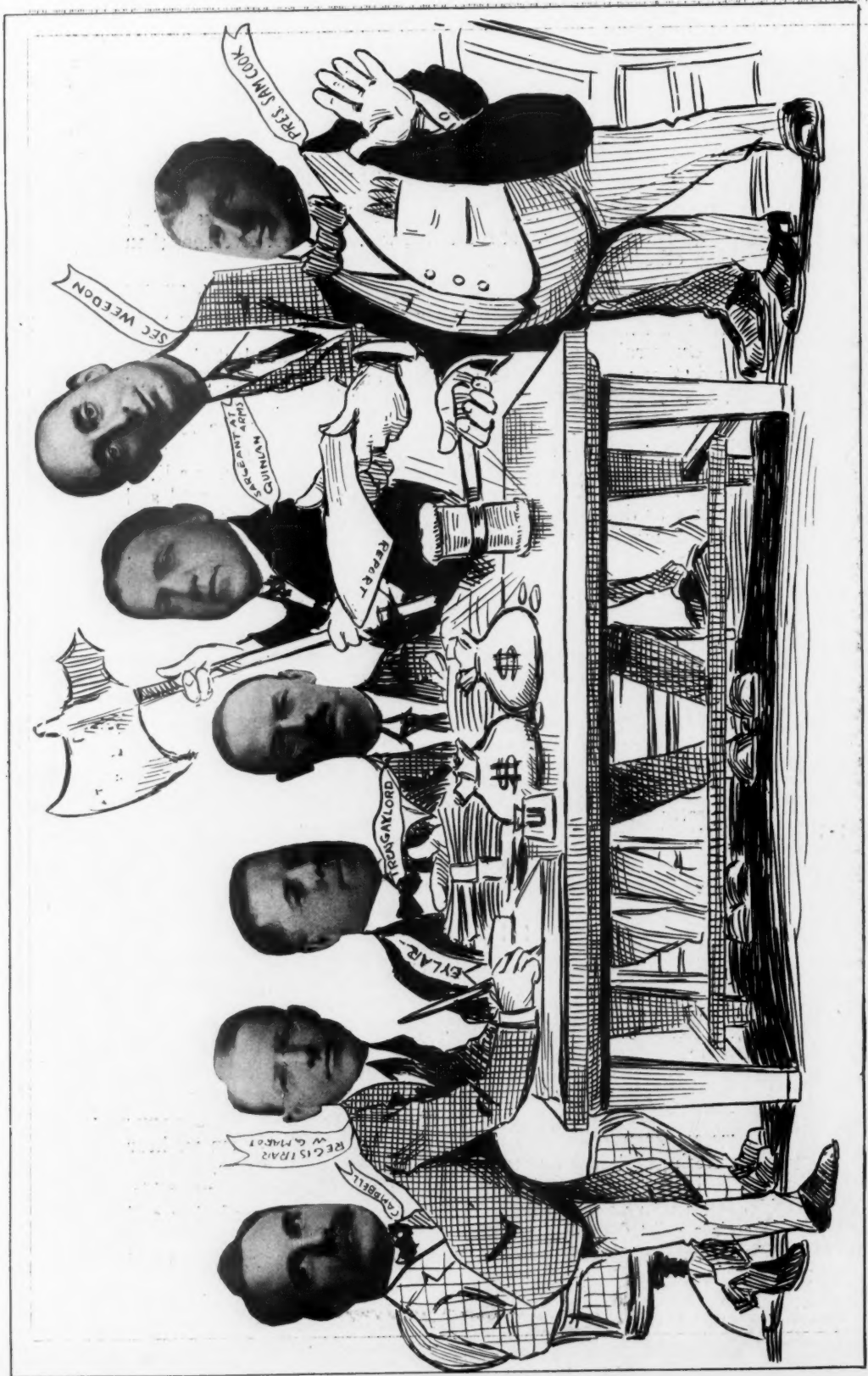
We have a few old families—that is, families whose wealth has descended several generations, but dollars to doughnuts, the man who boasts of his genealogical tree will either duck at the cry "Low Bridge!" or will yell "Co'-Boss!" if you shake a cow-bell under his ears.

We all work like the dickens to dress our wives and children as well as the other fellows' and look forward to the time when we won't have to work—and for most of us that never comes.

We have our fair proportion of scum that is skimmed out by the police skimming plant and the usual number of young devils who get over it and become useful, obedient husbands of suffragettes.

In short, Syracuse is a very lovable, human city. Sometimes we get tired of it and poke off around the world, but you bet your life we are heap much glad to get home again. And when we hear some fresh guy knock our town, it makes us sore as a pup.

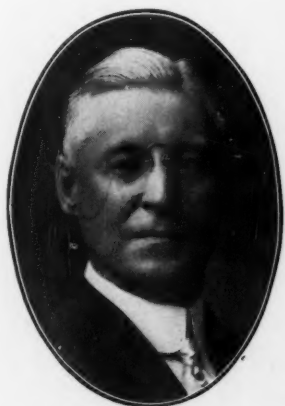
Drop in some time and put your feet under our table. Needn't send us any notice. The groceryman's accommodating and there's a good delicatessen across the street. And we guess we can dig up some cigars to smoke up while we talk it over. Come on!



OFFICERS OF THE SYRACUSE ROTARY CLUB—President, Samuel H. Cook; first vice-president, Matthew S. Eylar; second vice-president, David Campbell; secretary, Frank W. Weedon; treasurer, Willis E. Gaylord; registrar, W. G. Marot; sergeant-at-arms, John M. Quinlan.

## Rotary at Syracuse

By Charles H. Howe



HON. THOMAS K. SMITH,  
*The Original Rotarian  
at Syracuse.*

The reader will pardon this sentiment which I feel is common to all Rotarians everywhere, for as we have seen our own club taking a large place in the community life of our city, sending out as it were from the hub of a great wheel influences that radiate out and touch the civic, the commercial, the charitable, the fraternal relationships of men, and as we look back at close range over these influences and activities, we would wonder if ANY of the other clubs could have so glorious a record. Then in our musings and wonderment, a vision bursts in upon us and we catch glimpses of Rotarians elsewhere and of their services for ROTARY. The scope of INTERNATIONAL ROTARY is seen, bringing together men of several nations for the greater good and service of all mankind. We then realize that we are but a small part of a great idea, that our efforts are merely the duplicates of others, and our self-glory pales before the accomplishments of other clubs, or the possibilities of what we might have done.

### How the Club Was Formed.

The Club at Syracuse is now two and one-half years old. In the winter of 1911-12, Hon. Thos. K. Smith, then a member of the State Assembly, heard of the Rotary Club movement and decided to start one in Syracuse. He, with Mr. L. G. Robbins, a former member of the Kansas City Club, sought about for a number of "live" fellows as a nucleus for the local club. The first luncheon was held with an attendance of ten mem-

bers. Then came that period of development when there is every temptation to "grow too fast." The attendance at luncheon increased each week until within one year's time the average attendance for a period of weeks passed the 180 mark.

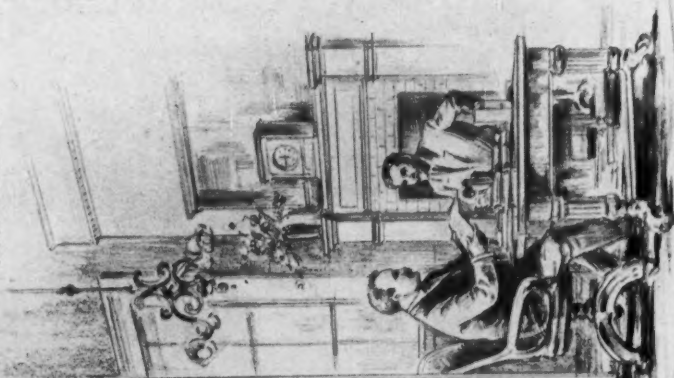
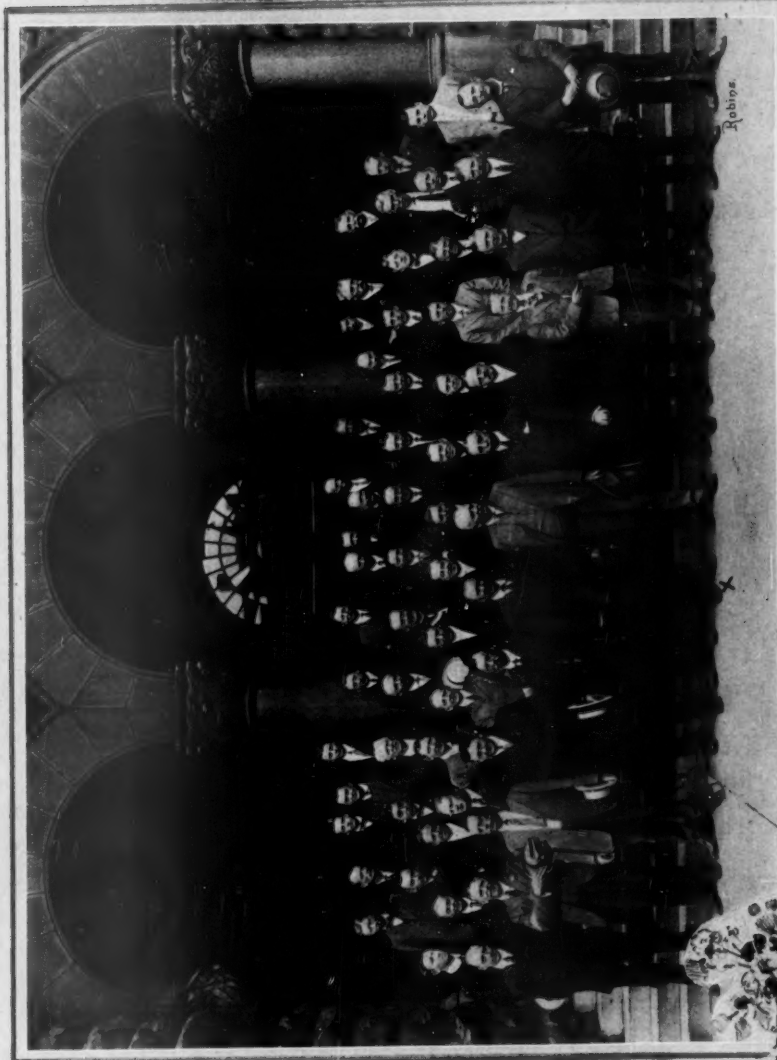
With all this growth, there was the cause of it all—a great enthusiasm for a great idea which was novel and unique and which called for unique plans of work and entertainment. At first members were encouraged to talk along the lines of their business, but as some members would make better dancers than speakers, an occasional dance and "Ladies' Night" helped out, and the programs at luncheons were devoted to more or less of a vaudeville nature, winding up with a "heavy weight talk" by some man (and occasionally a suffragette) of prominence along civic and commercial lines.

These talks had no small influence in making the club a club of ACTION. The foundation had been built, a wonderfully close knit relationship of true brotherhood had been established between the members and when there was a call for some service, whether the giving of personal time or money, the club has always been as a UNIT in its willingness to serve. Quite often, and I almost hear some less enthusiastic person say, "too often," this meant service along civic lines, so that the ROTARY CLUB was being looked upon as the LIVE CIVIC BODY of the city, and an organization able to insure any project against failure, for its action was quick, energetic and sure.

### Dayton Flood Relief.

As an illustration of this "quick action" at the time of the Dayton flood and Omaha tornado: At 11 a. m. the officers received a telegram announcing the death of Secretary George Duncan of the Omaha Rotary Club and calling for relief work. At 12:15 a committee was lunching; at 1:30 p. m. headquarters had been secured and opened and a telephone had been installed, the campaign was started and the afternoon papers notified, and inside of twenty-four hours' time \$4,000 had been raised and a freight car, filled with 385 cases of blankets, clothing, etc., was on its way. This had been planned as a "One Day" campaign, but a second day

CITY OFFICIALS . . .  
*And* BOARD of ALDERMEN  
 . . . BROTHER ROTARIAN . . .  
 LOUIS WILL, MAYOR of ST. LOUIS  
 STANDS OVER



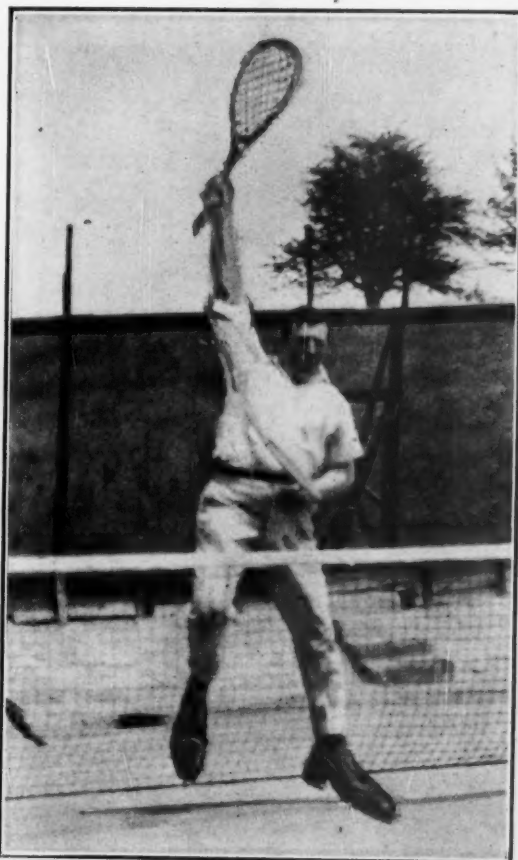
was made necessary when another relief car was shipped and \$2,000 more in money.

Such an article as this does not permit of too great elaboration of the Club's activities, but a brief mention of some of the more notable work might be interesting.

One of the most noticeable results of ROTARY influence has been the stimulus it has been to all of the other Civic and Commercial organizations of the city. Gradually they have seen the Rotary Club gaining in popular opinion and crowding them out of wonted prestige until these organizations have aroused themselves, and other organizations have begun to interest themselves in civic work.

New organizations were formed, one in exact imitation of the Rotary Club. As a result of this new civic awakening, Syracuse is going forward with leaps and bounds, becoming one of the "Garden Cities" of the country, a city unexcelled as a commercial city, with an increase of bank clearances for six months of four million dollars over the same period last year.

Prosperity is always with us.



*President Cook up in the Air After A Highball.*

### Charitable Activities.

The philanthropic work of the Club has largely been along lines pertaining to the health and general welfare of the CHILDREN of Syracuse and especially the unfortunate ones who are handicapped because of personal environment and physical limitations, untouched by any other society or work.

The Rotary Club is largely interested in the work of the Society for the Prevention of Cruelty to Children and because of this interest eight members of the Club have been elected as Rotarians to serve as Directors.

But without doubt the ONE great work of the Club that is all important and that outshines all others is

the work that is going on each day for the care of the CRIPPLED CHILDREN of Syracuse—a work that is bringing daily relief and happiness into the lives of a large number of children.

The Rotary principle of service, therefore, is being lived up to. The Rotary spirit is permeating the city and the Rotary Club has grown from a small beginning into a strong organization of over 300 members.

### Officers, Directors and Committee Chairmen

President, Samuel H. Cook; first vice-president, Matthew S. Eylar; second vice-president, David Campbell; secretary, Frank W. Weedon; treasurer, Willis E. Gaylord; registrar, W. G. Marot; sergeant-at-arms, John M. Quinlan.

Directors—The officers and John J. Kesel, P. D. McCarthy, Milford Badgero, Ernest N. Park, John E. Duffy, George A. Hanford.

Chairmen of Standing Committees—W. F. Timmerman, membership; Fred R. Peck, en-

tertainment; Dr. D. L. Edwards, fraternal; Dean Hugh P. Baker, public affairs; Thomas K. Smith, ways and means; A. D. Dudley, finance and audit; E. A. Hoffman, publicity; Rev. Dr. F. W. Betts, philanthropy; Dr. D. H. Murray, grievance.

Committee on special issue of THE ROTARIAN—Arthur J. Brewster, chairman; Howard Stoddard, Ran Van Benschoten, William Schwartz, W. F. Timmerman, W. W. Dibble, S. H. Cook.

## A CITY OF HOMES

RESIDENCE OF  
H. S. HOLDENRESIDENCE OF  
JUDGE WILLIAM S. ANDREWSRESIDENCE OF  
MRS. L. C. SMITHWEST  
GENESEE ST.RESIDENCE OF  
JUDGE FRANK H. HISCOCKRESIDENCE OF  
D. M. EDWARDSRESIDENCE OF  
H. S. WILKINSON

## A Christmas Fund For Crippled Children

By Rev. Dr. F. W. Betts

**T**HE Syracuse Rotary Club has started and is maintaining one of the most important and satisfactory pieces of philanthropy ever proposed in the city. At its first luncheon in December, 1913, a committee was appointed to raise a Christmas fund for crippled children. The Syracuse Herald endorsed the project and helped to raise the money. In two weeks \$2,728.74 in cash, and special gifts which brought the amount to about \$3,000 was contributed.

The hospitals, churches, visiting nurses, Associated Churches and Charities, Children's Society, letter carriers, and many other organizations and individuals co-operated in a canvass of the city. About 200 crippled children were reported as needing care. Trained social workers visited the homes of all these children. A carefully prepared list was completed, in which age, sex, complaint, name of family physician, history of case, the equipment needed and an estimate of the expense were all tabulated. The cases were sifted so that only those were treated whose families were unable to care for them.

### Baskets Distributed.

At Christmas 110 bushel baskets of provisions were arranged. Automobile owners volunteered to assist, and the baskets were distributed over the city. A committee of women provided a box or bundle for each child. Each box or bundle was arranged with reference to a special child, whose personal wants were considered. These Christmas boxes contained caps, sweaters, mufflers, mittens, kimonos, overshoes, neckties, handkerchiefs, hair ribbons, night gowns, stockings, dolls, games, puzzles, books, toys, sweets, etc.

Immediately after Christmas the work of visiting and providing for the crippled children was placed in charge of two experienced social workers. Later the work was centered in control of one of these workers. From the start it has been carefully, patiently and intelligently done. In every instance where it was possible, the family physician has looked after the medical end of the problem. Most of the cases have required the attention of specialists, for they involve almost every form of a distorted human body.

The first draft was drawn to pay for the Christmas dinner of a group of tuberculosis children at the Open Air School. The last

two drafts were: one of them for a plaster cast and hospital care for a little girl whose spine we are trying to straighten, the other is for a brace for a little boy made helpless by infantile paralysis.

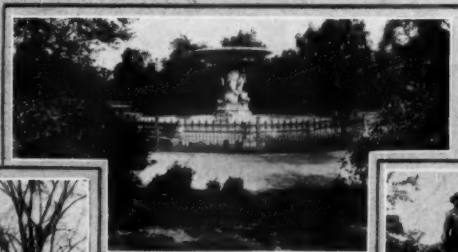
Between these first and last drafts is a story of crooked feet, legs, hips, arms, etc., the details of which are pathetic with human misery. Not all is as we would wish. In many cases only a measure of comfort is possible, but the city is dotted with artificial feet and legs, wheel chairs, braces of many sorts, specially constructed shoes—all of which lessens pain and adds to human happiness.

### Work On Defective Eyes.

And now we are entering upon a third stage. About June 1, 1914, the original cases were practically all under treatment. Then came a request for help from school children with crippled eyes. Some serious cases have already been handled from the fund, but now, in co-operation with the school physicians and nurses, it is hoped that an extensive canvass can be made before the schools open in September. Only those who know what frightful disasters to children are liable to follow defective vision can appreciate the importance of this work. Already about 40 such cases have been provided for.

This is only a glimpse of a very fine philanthropy. The thought has been, and is, that no crippled child should be neglected in its suffering in this city. The doctors have done their share. Not a dollar has gone for medical fees, beyond payment for construction of mechanical devices. The opticians gave many pairs of glasses and furnished the rest at cost. Space will not permit reference to all who have made this work successful, but it must be stated that without the trained workers and equipment of the Associated Churches and Charities, no such record could be made. The lame walk, the blind see, the little children have thrown away their crutches. Smiles, thanks and gratitude have met the workers everywhere. The Rotary Club of Syracuse will be a fragrant memory for many a year in the souls of the sufferers. If the club had done nothing else but this in Syracuse, it would have justified its existence. But there is more to follow. Some day there will be another story, just as good as this, to tell.

BEAUTY SPOTS  
AND  
MONUMENTS



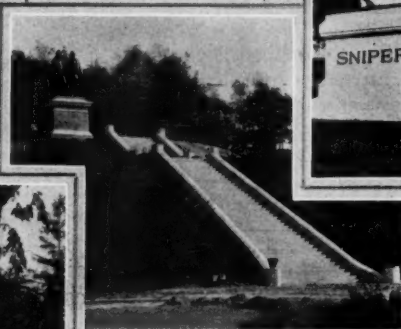
LEAVENWORTH PARK



FAYETTE PARK



SNIPER  
MONUMENT



SCHILLER MONUMENT



WALNUT  
PARK



ONONDAGA PARK



REDFIELD  
MONUMENT



HAMILTON WHITE  
MONUMENT



JAMES STREET

## Syracuse at a Glance

**S**YRACUSE is the fourth largest city in New York state and the thirtieth in the United States. In 1900 its population was 108,374. In 1914, Syracuse and suburbs have 177,965.

In 1786 Syracuse was known to the Indians as "Webster's Landing." From 1786 to 1809 it was "Bogardus Corners"; from 1809 to 1812, "Milan"; 1814 to 1817, "Cosits Corners." It was changed to "Syracuse" in 1824. Syracuse was incorporated as a village on April 13, 1825, and as a city, Dec. 14, 1847.

The size is five by four and one-half miles, embracing an area of sixteen square miles. The city gets her water supply from Skaneateles Lake and the quality is not surpassed by any in the world. The water plant cost \$5,500,000.

Syracuse has 600 streets and 56 park circles and squares. There are 120 churches and missions. Thirty-seven per cent of the homes are owned by their occupants. There

are 37 graded schools, one technical high school, two classical high schools, 11 parochial schools and one Hebrew free school, besides Syracuse University.

There are 738 manufacturing establishments representing over 200 different lines. There are eight discount banks, three trust companies and two savings banks.

Syracuse has an abundance of electric power from Niagara Falls and the Salmon River and is a center for a supply of skilled labor. The farm lands surrounding are of great fertility and all kinds of agricultural products are raised. Economical, prompt and efficient transportation facilities are enjoyed.

There are 300,000 people within a twenty-five mile radius and within 300 miles radius reside 30,500,000 people—a third of the entire population of the United States.

Syracuse is healthful. Its residence streets are lined with great elms and maples. It is in the midst of "God's Country."

## Syracuse Industries

**S**YRACUSE is primarily a City of Work. It is noted for its great diversity of industries. On account of the salt deposits in the vicinity, there sprang up in the early history of the city a large salt industry, both solar and "boiled," forming the start of the city's prosperity. Larger industries have crowded the salt into the background, although the manufacture of salt still remains. The factories of Syracuse now send out to the world Solvay products, steel, automobiles and automobile parts, typewriters, agricul-

tural implements, high-class china, clothing, shoes, furniture, chemicals, candles, boilers, hulling machines, castings, malleable iron, electrical devices, lanterns, steel furniture, hardware, theatrical hardware, railway devices, gas engines, wagons, carriages, food-stuffs, confectionery, office supplies and appliances of all kinds, cans, willow ware, plumber's supplies, time clocks, and many other things. It is impossible in the space allotted to Syracuse in this issue to show more than a few plants or touch upon but a few of the largest industries.

### "SUCCEED WITH SYRACUSE"

is the City's Slogan and the Rotarians earnestly and cordially  
urge you to arrange your travels so that you may come  
and visit us and see for yourself that Rotary and Rotarians

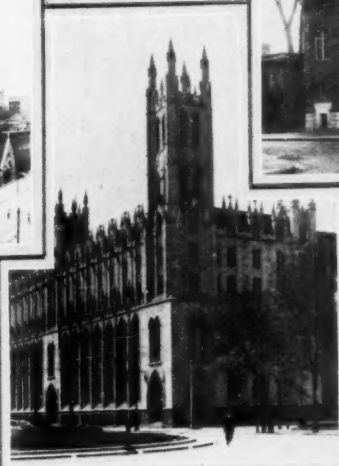
### "SUCCEED WITH SYRACUSE"



ST. PAUL'S  
EPISCOPAL CHURCH



FIRST UNIVERSALIST CHURCH



CENTRAL  
BAPTIST  
CHURCH



FIRST M.E.  
CHURCH



ST. MARY'S CATHEDRAL



YMCA



FIRST PRESBYTERIAN  
CHURCH

## A Central City

By Rev. W. M. Beauchamp, S. T. D.

IN THE State of New York, Syracuse is well known as the Central City and well deserves the name. Three centuries ago an Indian town, near the city line, had even greater political importance, not from its size, but because it was the great fireplace of the Long House, the central city, or capital, of the Five Nations. The League of the Iroquois was formed on Onondaga Lake in sight of the present city of Syracuse and it was agreed that at Onondaga should be held the annual congress of the Mohawks, Oneidas, Onondagas, Cayugas and Senecas. The great council fire still burns there, though on another site.

This historic League, formed over three hundred years ago, had special and striking features. United as they were in one way, each nation managed its own local affairs, as each state does with us. Those of wider or general importance came before the Grand Council. This was made up of chiefs who were the successors and bore the names of those who attended the formative council. Out of the fifty there were fourteen Onondagas, a disproportionate number. The smaller representation had a safeguard in giving each nation but one vote, making the eight Seneca chiefs equal to the fourteen Onondagas in this way. The head chief, or Tah-do-da-ho, however, was always an Onondaga, the successor of the terrible warrior whose head was adorned with snakes.

The line of descent was on the woman's side, and her children were always of her clan and nation, whatever the father's might be. The chieftainship belonged to the clan, and thus no chief could be succeeded by his son. Two clans were represented in each household for no one might marry in his own clan. The clans also ran east and west throughout the Long House and the members were deemed relatives. In traveling, it was the right of the Oneida Bear to claim hospitality of the

Cayuga Bear. They were brothers. Several links thus bound all together. They were confederate as states, marriage united the clans locally, and their extent was a bond of another kind. Other social features might be mentioned.



ST. MARY'S CIRCLE AT NIGHT.

### Difference in Language.

The Iroquois differed from the Algonquin family in language, the great distinction being that the former never closed the lips in speaking, while the latter used labials freely. Each of the Five Nations had its local dialect, broadly divided into three groups, of which the Onondaga was one. Myths and feats had

like minor differences. National territory and rights of property were well recognized, and personal property was divided at the dead feast. As with us, there were always rich and poor, and even a dominant class, or kind of nobility. A good hunter, a skilled artisan, had personal advantages and rather easy time.

The principle of arbitration was familiar to them. When Father Chaumont was here in 1655, a serious question, one which threatened hostilities between the Senecas and Mohawks, was left to his decision and adjusted. They adopted captives and others who became naturalized citizens, sometimes chiefs.

Manslaughter of varying degrees might be atoned by gifts, but otherwise, the nearest male relative became the official avenger of blood. Women elected the principal chiefs, as they do, even now. They had a voice in treaties and the power of forbidding war. Their consent was needful in the sale of land. They did not speak in Council, but an orator represented them. The old women had special veneration. Even captive women were never victims of criminal assaults, though they might go to the stake.

### Salt Springs Discovered.

In 1654 Father Le Moyne discovered the



NORTHWARD TO  
ONONDAGA LAKE



CENTRAL HIGH  
SCHOOL



SOUTHWARD TO  
ONONDAGA VALLEY



SOUTH SALINA ST  
LOOKING SOUTH



NORTH HIGH  
SCHOOL



salt springs within the limits of Syracuse, which at a later day originated its prosperity. In 1656 the French planted a colony on Onondaga Lake, a little farther north, with a Jesuit mission there, forming a center for others. From time to time, the missionaries gathered at this center for consultation and encouragement. The flight of the colony in 1658 ended all this.

After that the one point of interest was the Onondaga town. Thither came tributary nations with their appointed dues, ambassadors to talk of peace or war, traders with attractive goods and rum, missionaries of various religious bodies, men who stand out in history's pages and men almost unknown. Sir William Johnson pitched his tent within the city's limits and men of science came here as well. For 120 years of colonial life it was the most important political center in the wilderness, and to Syracuse, politicians come even now. Indeed, some live here.

### The Onondaga Reservation.

Colonial sights passed away and the British flag no longer floated over the Onondaga council house. With the burning of their towns in 1779, the Onondagas left the spot, but many returned after the war. They had a reservation, but this gradually diminished, yet has remained the same for 92 years past. The city has now practically reached its northern line, but the Indians are now able to care for their rights and have the aid of many friends.

In all this, nothing has been said of their deeds in peace and war. It was partially the accident of position that made them orators and diplomatists. There was the central council fire where great affairs were discussed, but it was left in their charge for the settlement of minor affairs. Thus they became orators as a matter of course. They heard the best speakers of their own and other nations, and had ample opportunities of exercising their own skill. Early chronicles record some of their speeches. Placed between the English and French colonies, they matched their wits with delegates from both

sides and not without success. Even to this day they are proficient in this way.

As warriors the Five Nations had a wide and terrible reputation. All the New England and shore tribes of New York were subdued by and paid tribute to them. In Pennsylvania it was the same, as well as further west. They conquered or destroyed all the Canadian tribes east of Lake Huron and carried their arms far into Illinois. Their war parties often sought the Cherokees in the Carolinas. Often they gave three warnings of aggressive operations and then the blow fell. Both French and English feared their hostility. Their military spirit is not yet extinguished and large numbers of the New York Iroquois were among the best soldiers of our Civil War.

The Central City of the Iroquois was not

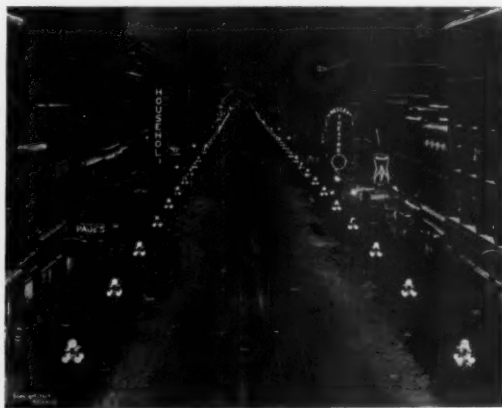
always in one spot. When fields became barren and fuel hard to gather, the voices of the women were again heard. They tilled the fields and brought in the wood, and wanted easier work in both. The men meekly obeyed and there came a moving time. Not that work was hard before, for the fuel was light, and planting and harvest time full of frolic.

### Believed in Spirits.

They had no conception of a Great Spirit at first, and the Jesuits formed the name of Ha-wa-ne-yu to express some attributes of God, but they believed in many spirits—those of trees and rocks and water-falls. Above all they placed the dream, in which they fully trusted. What they dreamed they must perform, often with ludicrous or often fatal effects.

More than a century ago came in the New Religion, or that of Handsome Lake, who was buried beneath the Council House. This is still retained by many and is statedly proclaimed. It is a curious medley of Christian and primitive ideas with some admirable precepts and grotesque descriptions. Just after our New Year in early days came the great Dream Feast, or that of fools or madmen—period of the greatest excitement. Everyone acted out his dream, symbolic, fantastic or

(Concluded on page 42.)



SOUTH SALINA STREET AT NIGHT.



CITY HALL



COURT HOUSE



CARNEGIE LIBRARY



STATE ARMORY



POST OFFICE



## Syracuse University and the City of Syracuse

By Hugh P. Baker

Dean of the College of Forestry, Syracuse University

**N**OWADAYS business men are judging Colleges and Universities upon much the same basis as individuals, or as manufacturing plants are judged. That is, upon the quality of the output. Syracuse University, like many another college, had its birth in the old College at Lima in Livingston County. Men with magnetic personalities and with vision were in charge of the College and the growth was such that it was felt that the school had a greater future than could be worked out in a small country village as inaccessible as Lima. Therefore, a large part of the faculty of the old College was transplanted bodily to the hills above Syracuse and from 1871 to the present time the University has been struggling through an active infancy to robust manhood and it is now one of the largest Universities of the State of New York.

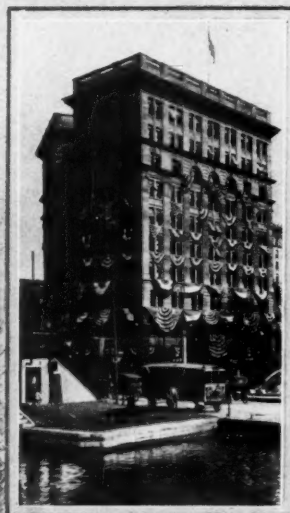
The reason for its splendid development during the past quarter of a century is that the output has been graded as of the best wherever its graduates have gone into professional work or business life. In few institutions of the State have so many boys and girls found an education, down through the years, by the sweat of their own brow. Syracuse is proud of the fact that its doors have ever been open to the boy without means but who, because of energy and ambition, has won an education and a place for himself in the world. There are more graduates of Syracuse in the public schools and colleges of New York as instructors than from any other institution in the State. Leading lawyers, doctors and business men in almost every community of the State are proud of their alma mater, Syracuse.

(Continued on page 41.)





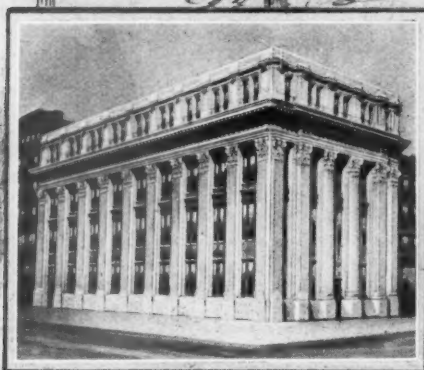
SYRACUSE TRUST CO.

ONONDAGA COUNTY  
SAVINGS BANK

UNIVERSITY BLOCK



ONONDAGA HOTEL



FIRST NATIONAL BANK

(Continued from page 39.)

### **Advent of Chancellor Day.**

In 1889, Doctor James R. Day, who had lived a story through his boyhood and young manhood days equally as interesting as the story of the development of other pioneers in the professions, in science and business in this country, became Chancellor of the University. The son of a Maine lumberman, he went at an early time across the Isthmus of Panama to the great northwest and took part in some of the first of the lumbering of the magnificent forests of Washington and Oregon. Thrown out of employment through the financial depression of the early '70's, he worked for a time on a steam boat running between Portland and The Dalles on the Columbia River. He saw much of the rough pioneer life of the early days.

A year or two later he was back in Maine at Bowdoin College, working his way forward to an education. Being of a dominant character and of unusual energy, the militant ministry of the early Methodist Church appealed to him and after entering that ministry he soon became a power in the Methodist Church not only of the East but of the entire country. He felt that there was an unusual opportunity for service in taking charge of a struggling educational institution and for twenty-five years he has had keen delight in fighting, really a tremendous fight, for the development of a great University.

In twenty-five years' time he has seen the University grow from a few hundred students with one main building to a University of 4,000 students with a large number of college buildings and one of the finest gymnasiums and stadiums in the United States. His forceful character and his earnestness has appealed to men of great wealth and he has had unusual success in securing endowments for the up-building of the University.

### **Development of the University.**

During the first years of the University there were but three Colleges, that of Liberal Arts, founded in 1871 with an attendance that year of forty-one students, the next year, in 1872, the College of Medicine, which today is recognized as one of the strongest in the country, was organized; in 1873 came the College of Fine Arts which is housed in an unusually fine building on a site that commands the panorama of the entire city. During the regime of Chancellor Day the following colleges have been developed: In 1895 the College of Law was made possible by the gift of a fine old resi-

dence in the city; the College of Applied Science was organized in 1901 and was soon given a home by L. C. Smith, who had developed the typewriter industry in Syracuse. Within five years followed the Teachers' College which is proving of tremendous service to the State in preparing teachers for graded and high schools especially.

The State of New York, unlike most of the middle and western states, does not have a State University as ordinarily understood. Some years ago it established the policy of locating technical schools at private institutions. The best known example of this policy in the state has been the State College of Agriculture at Cornell University. Following the establishment of this College came the State Schools of Agriculture at Alfred and St. Lawrence Universities, the State Veterinary College at Cornell and the State School of Ceramics at Alfred University. In 1898 Governor Black became intensely interested in the virgin forests of the Adirondacks and felt that the introduction of right forestry methods would mean everything in the perpetuation of these forests.

It was concluded that a great demonstration of practical forestry in the Adirondacks would be the thing to convince the people of the State that the forests of the Adirondacks and Catskills could be made very profitable assets of the State. To carry out this demonstration, a College of Forestry was established in 1898 and located at Cornell, and 30,000 acres of the finest of the virgin forest in the Adirondacks was deeded to Cornell for the use of the College. Unfortunate contracts were made for the cutting of the virgin timber on the Cornell Forest in the Adirondacks and it was soon seen that the carrying out of these contracts was not an improvement over the old and wasteful methods of lumbering. The people of the State protested and in 1903 the Governor refused further appropriations for the carrying out of the demonstration and for the College and thereupon the College was closed.

### **College of Forestry Started.**

For some years Chancellor Day, who spends his summers in the Adirondacks has been greatly interested in Forestry and in 1910 Senator Hendrick S. Holden of Syracuse and Hon. Louis Marshall, a well known constitutional lawyer of New York City, who is a native of Syracuse, decided that the State was in need of a College of Forestry and bills were introduced calling for

the establishment of The New York State College of Forestry at Syracuse University. On the plea of economy these bills did not receive the signature of the Governor in 1910. Again in 1911 bills were passed calling for the establishment of the College and were signed by Governor Dix.

The New York State College of Forestry which was the next College to be established at Syracuse University bears the same relation to Syracuse University, a private institution, as the State College of Agriculture bears to Cornell University, a private institution. As the charter of the College of Forestry obligates it to do general educational work throughout the State, it has been carrying on very effectively during the past three years University Extension Work in Forestry. In the winter of 1913-14 Foresters from the College went into 236 communities

speaking to over 60,000 people. The College owns and controls over 3,000 acres of forest land, which it is developing as demonstrational areas and forest experiment stations. When housed in the State Forestry Building, for which an appropriation of a quarter of a million dollars was made in 1913, it will be the best housed and the largest College of Forestry in the United States.

### The College of Agriculture.

Through the generosity of Mrs. Russell Sage, the Joseph Slocum College of Agriculture was added to the University in 1912, as the infant among the Colleges. It has a splendid experiment farm and a growing student body and is unique among the Agricultural Colleges of the country as being the only one not receiving either State or National aid.

## The Y. M. C. A.

**S**YRACUSE has one of the best organized and conducted young Men's Christian Associations in the country. The property located in the heart of the city, and valued at approximately \$500,000.00, conducts its work in the interest of the male population, regardless of class or creed.

Twenty-one different nationalities, over one hundred different occupations and practically every religious belief in our city are represented in the membership, numbering over 1800 men and boys. This membership use the building constantly and for many different purposes. All sorts of educational classes, discussion clubs are organized to take care of the intellectual requirements.

The Physical needs are met by the use of a splendid Physical Department, consisting

of two gymnasiums, two handball courts, two swimming pools, special exercise rooms, wrestling and boxing rooms, and in fact everything that makes up a complete department for the physical welfare of the men and boys of Syracuse.

In addition to this equipment, the Association has 250 rooms to take care of young men from practically every state in the union, and from several foreign countries. These rooms are rented to the members at a reasonable price, and serve as a great help to the strange young man coming to our city.

The Religious needs of young men are fully and abundantly cared for in bible study groups, in men's meetings, in devotional services and such activities as will help the moral condition of the members. Secretary S. B. Groner is a loyal Rotarian.

## A Central City

(Concluded from page 37.)

destructive. After this, the White Dog was added, and dreams are now merely told, with some guessing of the meaning. This striking feast has little left now. The Green Corn Dance, once quite significant, is now a money-making affair, but some old superstitions maintain their sway. On the other hand there is real progress. Good schools are maintained, and Christian teaching and worship have a growing influence. Temperance organizations have done much, and personal contact with people of stand-

ing even more. The Kansas money was quite wisely expended, tasteful houses have been built, new industries, and books, magazines and papers are in demand. Some time ago, I was asked to baptize an Indian child, and when I asked its name, the mother promptly replied, "Woodrow Wilson." The other day I was surprised to hear a young Indian woman on the reservation say: "What should we do without the telephone?" Her ancestors and ours got along without it, but we cannot.

## The Solvay Process Co.

**T**HE largest single industry of Syracuse is the Solvay Process Company which employs between twenty-four and twenty-five hundred men, to whom it distributes annually in salaries and wages between two and one-half and three million dollars.

Established in 1881 for the purpose of manufacturing soda ash by the ammonia or Solvay process, this company has made enormous strides not only in the extension of its plant, but in its huge output of soda ash, caustic soda, bicarbonate of soda and special forms of washing sodas. Other products are crown filler, calcium chloride, coke, ammonia salts and liquors, tars, pitch and creasote oil, benzol, protecting paints, gas, and many other by products.

The region about Syracuse is particularly well adapted to furnishing a large proportion

of the raw materials which the Solvay Companies use in their various processes, such as limestone, salt and coal. The supply of limestone within an accessible radius is practically inexhaustible, while salt is piped by gravity from the company's wells at Tully, twenty miles from Syracuse.

Ammonia, which is largely used, is manufactured at the plant in the process of coking bituminous coal, and the Semet-Solvay Company, an offshot of the original Solvay Process Company organized to handle this particular end of the business, is now one of the greatest producers of ammonia, tar, benzol, and illuminating gas in the world. In addition to the Syracuse plant, its allied companies operate a soda plant at Detroit of nearly equal capacity, a smaller one at Hutchinson, Kansas, and sixteen other coking plants in the east.

## Automobiles and Gears

**S**YRACUSE occupies a position well up in the list of American cities prominent in the automobile industry. Motor cars for pleasure and commercial purposes, all kinds of gears, castings, forgings and many other accessories produced in the Salt City annually exceed in value ten millions of dollars. No other line of manufacture exceeds this total, nor is as important to the commercial and industrial well-being of the city.

Although ten or twelve years ago there were many automobiles on the market with air cooled motors, the H. H. Franklin Mfg. Co. now holds the unique position of being the only manufacturer in the world to successfully produce and market a direct air cooled pleasure car. This company, now in its thirteenth year, employs over twelve hundred men in its spacious factory which consists of fifteen buildings with a total floor space of 335,000 square feet. It was a pioneer in the die casting business, which started in Syracuse more than twenty years ago, and still continues to furnish die cast parts to the trade.

Motor trucks built in Syracuse are the

Chase, Sanford and Moore. Each is produced by a company of sound financial backing, in the business to stay. The Chase Company has approximately four thousand cars giving good service in all parts of the country.

Brown-Lipe is and always has been a name to conjure with in the automobile trade. The Brown-Lipe Gear Company was about the first to specialize in the manufacture of automobile parts. In 1911 the Brown-Lipe-Chapin Company purchased the differential gear business of the parent concern, which now manufactures only transmission gears and control sets. Both of the big factories operated by these companies are located in Syracuse and would alone bring the city prominence in the motor world, for aside from the Ford, it is safe to say that half of the automobiles in this country are supplied with Brown-Lipe gears. Practically all of the well known axle makers, including Weston-Mott and Timken-Detroit, buy their differential gears of the Brown-Lipe-Chapin Company.

The New Process Gear Corporation, making parts for Overland, Hupmobile and others, is also located in Syracuse.

**"SUCCEED WITH SYRACUSE"**  
is the Slogan of our City

## The Typewriter Industry

**I**N THE industrial history of Syracuse, no name stands higher than that of Lyman C. Smith, who with his three brothers changed Syracuse from the "Salt City" to the "Typewriter City." It is due to the foresight and ability of Mr. Smith and his three brothers, W. L. Smith, M. C. Smith and H. W. Smith that three great typewriter factories are running in Syracuse and sending typewriters to every part of the world.

Lyman C. Smith and his brothers in 1888 were manufacturing guns. They saw the immense possibilities for the writing machine business which was then in its infancy. They began to manufacture a double keyboard typewriter, which they named the Smith Premier. From the start the Smith Premier typewriter was a success. A strong selling organization was brought together and the factory in South Clinton St. was kept busy. In 1893 the Union Typewriter Company was formed and the Smith Premier Typewriter Company joined the combination. The Smith brothers remained with the Union Typewriter Company for ten years, L. C. as president, W. L. as factory manager, M. C. as salesmanager and H. W. as treasurer. During that period the Monarch factory was built under the supervision of W. L. Smith and a new typewriter was launched.

### New Company Formed.

In 1903, after being associated with the

Union Typewriter Company for ten years, the Smith brothers withdrew and formed the L. C. Smith & Bros. Typewriter Company, capitalized at \$5,000,000. They announced their intention of manufacturing a "visible" typewriter, thereby throwing a bombshell into the ranks of the typewriter manufacturers who were sticking to and advocating the old style "blind" writer. Subsequent events proved that the visible, or "writing-in-sight" feature had come to stay and the "blind" writers have practically disappeared from the market.

The L. C. Smith & Bros. Typewriter Company began the erection of its factory in East Washington St. in March, 1903, and in December of the same year, the office force moved into it and shortly after the manufacture of the new typewriter began. The L. C. Smith & Bros. factory is now by far the largest in Syracuse, its capacity having been doubled by the erection of a new factory building adjoining the first one erected.

The company has 125 branch offices in the United States and is represented in every city in the world.

The Smith Premier Typewriter Company built a new factory in 1904 which they occupy at the present time. Both the Smith Premier and the Monarch factories are owned by the Union Typewriter Company and these machines are sold from the offices of the Remington Typewriter Company all over the country.

## The Onondaga Pottery Co.

**T**HE Onondaga Pottery Company (makers of Syracuse China) was organized in 1871 and at that time employed about fifty persons. From its organization to 1886 the product of the factory was the White Granite Earthenware of commerce of those days.

The splendid Syracuse China of today is

the outcome of alternate defeats and victories, which attended the unremitting labors of James Pass, to prove to the world that the American Potter could make china.

The manufacture of Syracuse China was commenced in 1886. The product has grown in popularity ever since, and at present 700 persons are employed in the extensive factory illustrated in this number of THE ROTARIAN.

## The New York State Fair

**A** GREAT asset and, for at least one week of the year, the principal feature of Syracuse life is the New York State Fair, first in importance of several great

American agricultural and industrial exhibitions.

The fair brings to Syracuse the progressive  
(Concluded on page 48)

## Syracuse, the Tool Steel City

By John A. Mathews, Ph. D., Sc. D.  
General Manager, Halcomb Steel Co.

OUR city is noted for the diversity of its lines of manufacturing. Few of our products, however, have been more broadly used not only in the United States, but also all over the world, than the fine steel products of the old "Sanderson Brothers Steel Company" and the newer "Halcomb Steel Company." The superior quality of the materials made in these plants is generally admitted, and the diversity of uses into which they enter is truly surprising.

Nearly fifty years ago, a small crucible steel mill was started in Syracuse by the late William Sweet. This plant was sold in 1876 to Sanderson Brothers & Newbold, Ltd., the famous old Sheffield firm, founded in 1776. They introduced into their American mill the best methods and traditions of Sheffield, and sent out skilled workmen to manufacture a product in Syracuse equal in every respect to the product of their own English plant of ancient and honorable history. In 1900 the Sanderson mill became a part of the "Crucible Steel Company of America," one of the numerous corporations organized about that time and the President of the Sanderson Works, became first President of the new corporation—this in itself meant much as indicating the standing and reputation already attained by the Sanderson Brothers' Works, prior to the formation of the Crucible Steel Company of America.

### The Halcomb Company Founded.

In 1904, the Halcomb Steel Company was incorporated, backed by Syracuse capital and manned by former employees of the parent company. There was built at once the largest and most completely equipped plant in the United States devoted solely to the manufacture of high grade or quality steels. There is now being erected in Syracuse a third plant, under the

name of the "Syracuse Crucible Steel Company," that will be a model plant in every respect and be fully equal in size and equipment to the Halcomb Plant.

Aside from Pittsburgh, no other American city possesses more than one crucible steel plant, and most of these are attached to large plants making soft or tonnage steels. Tonnage steels and quality steels will not mix any better than oil and water, and to the fact that the local plants have always confined their attention exclusively to the highest quality materials that can be made, they owe their reputation and success.

In judging of the progressiveness of concerns, it is well to recall what new and useful accomplishments they have to their credit. There are many estimable concerns in our line which have contributed absolutely nothing new to the art; they simply follow along beaten paths and are continually engaged in the process of "catching up" with the procession.

### The Sanderson Products.

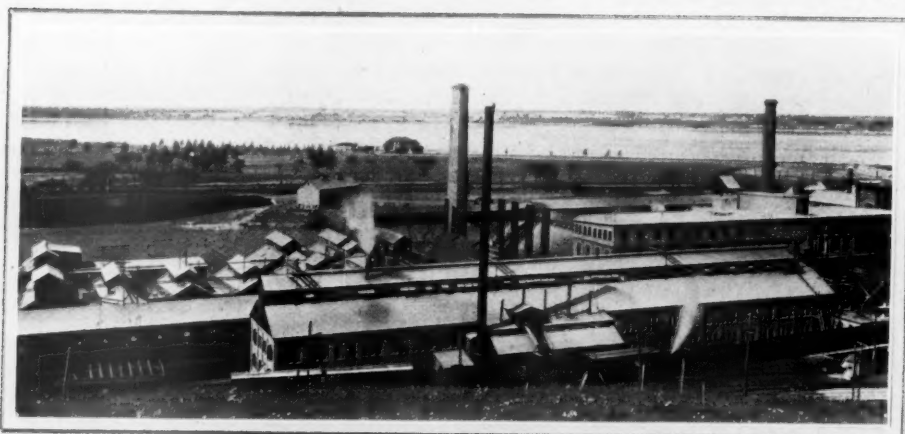
To the credit of the Sanderson Mill is the first production of crucible steel ingots so sound and perfect that they did not require "welding" in order to free them from surface seams. The commercial use of molybdenum on a large scale was first undertaken by them; also they were the first American mill to successfully produce reliable permanent magnet steel; and at the Sanderson mill was made the first great radical improvement

in High Speed Steel following the introduction of this steel about 1900. This improvement was due to the use of vanadium and no improvement of similar importance has been made before or since.

To the Halcomb Mill is due the introduction of the manufacture of electric furnace steel in America, in 1906. (Concluded on page 48.)



First Electric Steel Melting Furnace in United States, Erected in 1906 by the Halcomb Steel Company.



SOLVAY PROCESS CO.

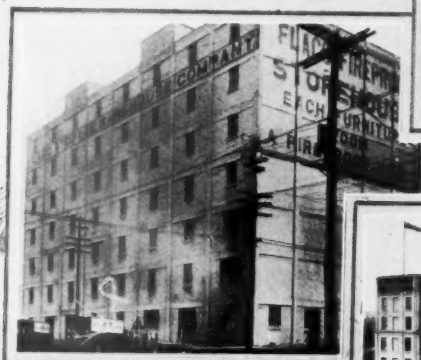


ONONDAGA POTTERY CO.

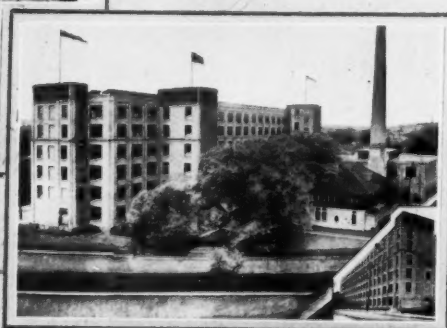
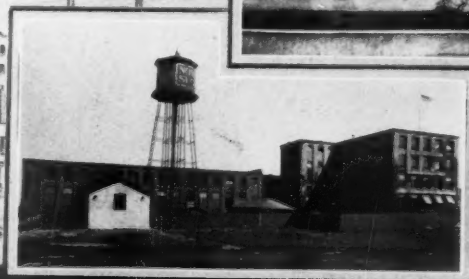
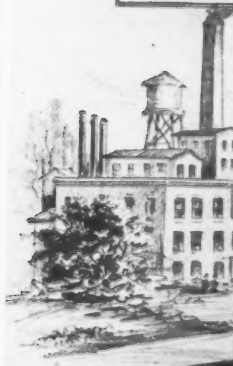
# MANUFACTURING IN SYRACUSE



NEW PROCESS GEAR CO.

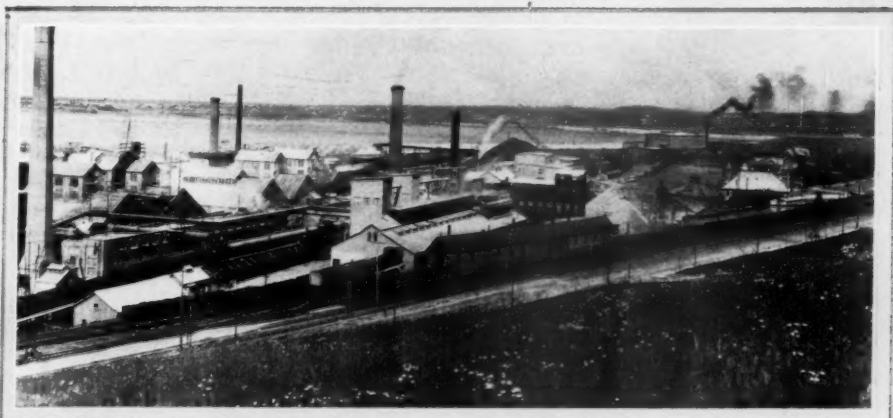


FLAGG STORAGE WAREHOUSE CO.

SMITH-PREMIER  
TYPEWRITER CO.

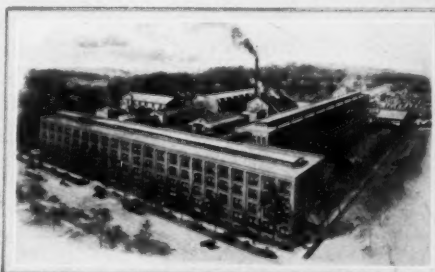
MERRELL-SOULE CO.





SOLVAY PROCESS CO

MANUFACTURING IN  
SYRACUSE



H. H. FRANKLIN  
AUTOMOBILE CO.



MAKING SOLAR SALT



L. C. SMITH & BROS.  
TYPEWRITER CO.



BROWN-LIPE GEAR CO.



BROWN-LIPE-CHAPIN CO. GEARS.



(Continued from page 45.)

The alloy steel products made by this process are admittedly superior to any similar steels made by any other process at home or abroad. Possibly the greatest good conferred upon the tool using trade resulted when the Halcomb Mill introduced a tool steel, known as Ketos, which possessed the unheard of property of being hardened without shrinkage, expansion or distortion of any kind. This steel owing to its safety in hardening, even in most intricate parts, has been of extraordinary value to tool makers, and no steel of similar properties was ever heard of in America before Ketos appeared.

The Rotary principle is demonstrated in many of the applications to which our products lend themselves, for example our steels are very largely employed in twist-drills, taps and dies, reamers, automobile gears, axles and drive shafts, balls and rollers and cones and races, watch pinions and most any thing of this sort that rotates *successfully* is quite likely made of Syracuse steel.

#### Syracuse Steel Widely Used.

From the smallest ball bearings in magnetos to the largest roller-paths on naval gun mounts you will find Syracuse steel; from hair springs in watches to re-coil springs on twelve-inch guns the same is true and if you were fortunate enough to spend last summer

abroad our springs may have added to your comfort in riding on the London motor busses. Several hundred tons of sewing machine needles have been made not only in this country but also in England and Germany from our wire; three or four hundred million balls are annually produced from our steels and some ten thousand tons of our electric alloy steel springs are under the best American cars. Our rock drill and quarry steels go to mining camps all over the world, and are used in rock drill machines employing Syracuse steels in all those parts which are submitted to roughest usage.

We might go on to much greater length describing the fascinating nature of the tool steel industry, for it is, indeed, a fascinating business as well as a science to furnish materials best suited to such diverse uses and demanding such a great variety of properties.

As the writer of this article has been connected for an equal number of years with each of the plants now operating, he has not attempted to distinguish specifically the products of the two mills but has dealt generally with an industry which has done much for Syracuse. The two plants employ from 1500 to 2000 men. The value of their product is about \$6,000,000 annually and we hope to see these figures increased at least fifty per cent when old fashioned prosperity shall have been restored and the new mill completed.

## The New York State Fair

(Continued from page 44.)

farmers of a score of states, the successful breeders of horses and cattle, the poultry fanciers, the pomologists and florists, domestic science experts and a goodly number of scouts of industry who bring with them an impressive display of the mill and factory product of the state.

Like all great expositions the state fair has horse racing, aeroplane flights and races, midway attractions and a brave show of

statesmen, reformers and dreamers. Always the Governor comes and quite often the keynote speech of a President is reserved for utterance at the Syracuse fair. The state fair, however, never gets away from the purpose for which it was founded eighty-three years ago—the promotion, encouragement and development of agriculture in the state of New York.

At the same time there is fun for all.

#### Our City's Slogan

**S U C C E E D   W I T H  
S Y R A C U S E**

## Benefits and Injuries to American Trade by the War in Europe

By John J. Arnold

Vice-President and Manager of the Foreign Exchange Department of the First National Bank of Chicago and Vice-President of the Foreign Trade Division of the Chicago Association of Commerce

**BY** NATURE I am an optimist. As such I have for a number of years been speaking at public gatherings on the great world movement as reflecting the Prince of Peace. To-day we stand aghast at the colossal situation in the old world, which we all know is our Fatherland or the Fatherland of our ancestors. While depressed, I am still an optimist. The situation in Europe has forced upon us certain injuries which we cannot escape. About a week or ten days prior to the outbreak of the war the exchange markets of the world indicated trouble. We saw that something most unusual was pending, and that in all likelihood a terrific storm was ahead. We saw this coming, and

our first thought was how to escape the injuries which were confronting us.

The first day after the declaration of war reporters came to my desk and wanted to know whether I could see any permanent benefits which might come to the United States as a result of the European conflagration. I could think of some, but I was concerned more particularly about the injuries, and it seemed to me almost incongruous that I should contemplate the benefits which would come to us out of the sorrow of others.

I have been asked to speak to you upon the subject of benefits and injuries to American trade by the war in Europe. I will first discuss the injuries which we cannot avoid. The first of these is the suffering of our own



loved ones, who were and many of whom still are in Europe. Then the anxiety on the part of American relatives interested in their welfare. If you could have been at my desk for a few hours the first day after the outbreak of war you would have said, as I did, that here is a cost which cannot be estimated in money values. I know of one mother who had been an invalid for a number of years and who was just recovering her health so that all had reason to believe that she would soon be herself again. Her son who had gone abroad for the summer is held up in Europe. The anxiety of that mother took her back to a condition from which it will perhaps be impossible for her to recover;

and then when I arrived at my home in the evening I found the maid in tears. "Oh!" said she, "What will become of my people in Vienna!"

These are the heartpangs which cannot be estimated in dollars and cents. But I want to bring to your attention some of the dollar and cent injuries which are sure to come to us.

Our exports for the three months prior to the outbreak of war were at a low ebb. Consequently we are fortunate to know that the outstanding obligations of Europe are at this time at the lowest point, and yet I believe I am conservative when I say that the obligations of the European countries to the American exporters at this very moment will approximate a quarter of a billion dollars. These exports, as you undoubtedly know, are

[An Informal Talk to the Rotary Club of Chicago, August 11, 1914.]

financed largely by the drawing of 30, 60 and 90 days sight bills, and the maturity of these bills has been automatically postponed by the moratorium. This simply means that American capital has been tied up until the moratorium is released.

In addition to this we have to take into consideration the fact that many of the drawees during the period of war will suffer financial losses, and there undoubtedly will be many failures after the war is over. These failures will be reflected in losses to our American shippers.

Another great loss to our American commerce at this time is the European market, both for exports and imports. There are export houses in this country which are simply at a standstill, and import houses likewise are helpless. It is impossible to get goods from Europe, and at this moment it seems impossible to get shipments to Europe. In the destruction of property and life abroad many estates will be affected. Residents of this country who have inheritances coming from European countries will find that these have dwindled if not vanished.

Another thing in which the majority of the American people will suffer an injury is the greater demand for our products, the necessities of life. This greater demand is coming upon us as a nation because the European grain will not be harvested, the tillers of the soil being engaged in warfare. You and I are already paying higher prices for things which we eat, and it will affect us in our entire family bill.

The commercial men of this country are particularly interested in the next thought which I bring to you, and that is, the European nations as a whole have been lenders of money. The investments of the European nations in the United States of America and in Canada and South America are enormous. Many of these investments will be withdrawn. We have already begun to pay the price in that our exchange markets went away beyond anything the world has ever known. This was brought about through the foreign holders of American securities throwing the same upon the stock markets. The American market had to absorb and in turn had to pay for the stocks which were held abroad, and consequently exchange was required in untold figures: as a result, sterling exchange ordinarily 4.85 to 4.88 per pound, rose so that cable transfers could not be bought at even \$9.00 and \$10.00 per pound sterling. These are staggering figures, but I want to call your attention to a fact in which all of you will

be interested. The future money market of the United States will be at a higher level because European lenders will become borrowers. They will have to seek funds to help pay for the war. As a result the business man of the United States will find that he is helping to bear the cost of the European conflict which is now being waged, and there is no way by which we can evade it.

To sum up, the destruction of life and property is an economic waste. In a conflict such as is now raging in Europe, the entire world will have to bear the cost.

Now, what are the benefits? They will certainly have to be enormous if they are to counterbalance the injuries. However, I think that we are entitled to make use of the benefits wherever the same may be found. We are not at all pleased with the idea, that we should be the beneficiaries of human suffering. There is no question but that where we are forced to take the injury and are bound to help pay the cost, we are entitled to receive that which actually comes to us as a benefit resulting from this struggle.

The cotton market has been very much affected by this condition of things. The fact is there is practically no call at the present moment for our cotton. The spindles in Germany and in France are idle. The men who have been behind the spindles are now in the field of battle behind the guns. England is perhaps the most favorably situated with regard to its cotton industry, and probably will continue to produce this article. But there will be quite a demand for cotton in the United States, Canada, and the Orient, which cannot be supplied by Europe this year. I am of the opinion that as a result of this present condition, the spindles of the United States will be working day and night, giving labor to many of our people who otherwise would be idle. I believe, too, that this may become permanent.

Trade in the countries where the European nations have been supreme is knocking at our door. We do not need to go after it. It is coming after us. South America has been a heavy buyer of manufactured articles from the European nations. The reason why they have been so successful is that they have been carrying on a method of colonization. There are Germans in South America by the thousands. There are English and Frenchmen, in fact all of the European manufacturing countries are strongly represented, and these Europeans in South America have been keeping up the trade with the fatherland.

We have not yet come to where we have been ready or willing to give up our own life and blood as well as of our own capital for the development of commerce with other nations. I think that from the experience through which we are passing we will come to recognize our opportunities and will make use of them. The foreign field is valuable for us to cultivate and I think we will be sending men down to South America as well as to the Orient to do business for us, and that there will be established a market between these countries and the United States in a way which heretofore seemed impossible. Europe cannot supply the demand, and now is our opportunity to give the foreign buyer the very best we have in the way of product as well as service, and if we do this, we will be able to hold the trade even after the war is over. We dare not enter upon foreign trade conquest as a secondary proposition, and simply use it as a place for our surplus output. We must go into the foreign markets with the determination that we are going to stay. In order that we may be able to do this we must give the very best we have.

I think one of the greatest benefits which is likely to come to us as a nation as a result of this war, is the permanent establishment of an American merchant marine. My father was born in Germany of English ancestors, and I was born in Canada under the British flag. However, as an American citizen I

have been chagrined in taking even a short sea journey to Panama to find it necessary to sail under a British flag.

I am convinced that our nation has been aroused to the necessity of giving way to this great question, and I believe that we are going to reclaim for America the supremacy of the seas by the re-establishment of an American merchant marine. I believe that you will agree with me when I say that it will be a permanent benefit to the United States of America to have our products delivered in American bottoms, and by American men, instead of by foreigners who heretofore have been handling our goods.

In conclusion let me say that surely the argument that the best way to preserve peace is to be prepared for war has been most effectively answered in the negative, and it is evident that the only way to keep nations from fighting is to be unprepared for combat. I believe that this war will mean the dethronement of unlimited monarchy and the disarmament of European army and naval forces. Should this be the conclusion of the present struggle, we will at least find some consolation in the thought that future generations shall be exempt from a recurrence of present conditions. In this we as a nation would undoubtedly become beneficiaries to an extent which cannot be estimated. Let this be our hope and prayer.

## The Rotary Luncheons

### The Reading (Pa) Herald Says They Have Sprung Into Popularity

Something new has been introduced into the business life of Reading by the inauguration of the weekly luncheons of the Rotary club. It was a feature that was undertaken with considerable misgivings at first. It was feared that no considerable number of business men could be brought together once a week at the luncheon hour, but the affairs have proven an agreeable disappointment and have sprung into immediate popularity. For the last few weeks upwards of fifty persons have been lunching together every Wednesday with great enjoyment and profit.

These luncheons are features of the Rotary Clubs which have now been organized in nearly every considerable city in the United States. The Reading Rotary Club is but a few months old and in following the luncheon example of its sister clubs it has again dem-

onstrated that Reading is in no wise different from other cities, that our people have the same impulses, the same ambitions and the same social proclivities that exist elsewhere.

It may seem a small circumstance that fifty or sixty people out of a hundred thousand should come together, to rub elbows, become acquainted and exchange ideas that count. One of the reasons perhaps why Reading was regarded as being slow was owing to the fact that her business men and leaders, in their several lines, had not been brought together more and had not been accustomed to act in unison. They were not sufficiently acquainted with each other. Each one was prone to go ahead according to his own ideas and without thoroughly knowing the aims and ideas of his neighbors. There was

*(Concluded on page 102.)*

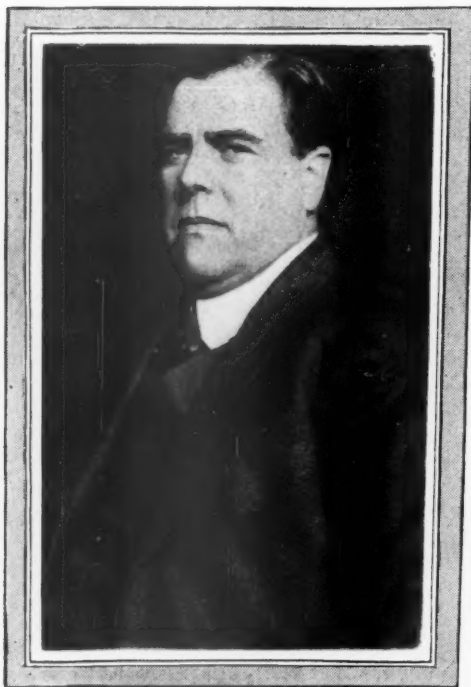
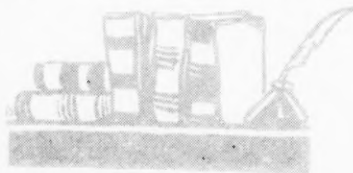


Photo by Wilfred Gibson, Victoria, B. C.

# Frank Higgins



*The extreme modesty of Frank Higgins, the barrister and solicitor member of the Victoria (B. C.) Rotary Club, has prevented us from obtaining any biographical data from him for publication. We know, however, that he was one of the organizers of his Club and that he has done practically all his professional work in Victoria, where he was born some forty years ago. Under his leadership the Rotary club has become a prominent organization of his city.*

## A Forecast

By Frank Higgins

Vice-President of the International Association of Rotary Clubs, Western Division of Canada;  
President Rotary Club of Victoria, B. C.

**W**HAT place in life's activities will Rotary eventually fill? We know what Rotary is, but who can forecast what it will be.

Prophecy is seldom accurate because at the best it is merely a guess. Prophets guess wrong, for man being fallible, cannot foretell the future.

This, however, should not deter us from being obsessed with the faith that either the principles of Rotary, disassociated from the organic body, or the organization itself, or possibly both, will be the standard to which the human race will endeavor to measure up.

Faith has accomplished miracles. But faith without works and the incentive to perform is a negligible quantity.

The more the purpose, scope and accomplishments of Rotary, during the few years of its existence, are examined, the more one realizes that its possibilities for doing good seem unlimited.

Rotary is not a narrow dogma. It is not a creed to be taught only on certain days of

the week; nor is it a new fangled "ism" offering a reward of a nebulous character.

Primarily, it is founded on a great truth which has endured since the creation of this world, and will last to the end. It is based on sound commonsense; that to gain that which is satisfying to the material and spiritual sides of our natures we must serve intelligently, honestly and efficiently, not at stated periods but in every day, hour and minute of our conscious moments. It actually strikes at the activity of life.

Rotary instructs the individual how best to serve his fellow creatures for his own advancement, and teaches him how to mark his progress along life's highway by enabling him to gauge the quality of the service rendered. It is essentially practical. It furnishes that which we all are in need of—the incentive to think, speak and act according to fundamental morality. A savant once said, in effect, "We commit wrongs because we have not the incentive to do what is right."

(Concluded on page 110.)

## Ethical Standards of Business

By John Gribbel

2nd Vice-President Curtis Publishing Co.

Mr. President, Members of the Rotary Club and Fellow Guests. Why the dinner committee chose as a speaker tonight to address you on "Ethical Standards in Business" one whose training in business began in Wall Street, who graduated into the gas business, thereafter took a post-graduate course in the magazine publication business, and has lately been rash enough to risk in the newspaper business, what character there may be left, is an inscrutable mystery. I rejoice with a joy unfeigned that this Rotary Club is not cynical in constitution or training. For me to speak to such a body of men as this, on such a subject, seemed doubtful procedure until one of your members upon whom I lean in time of need relieved me by quoting for my comfort and assurance that deep philosophy of Mark Twain: "When in doubt tell the truth," and then filled me with a full, if evanescent, courage by telling me a story of a colored preacher who was called to fill the pulpit of a prominent church for one Sunday. Having a deep, immovable impression that it was his duty to be called to the regular pastorate of this particular church he arrived upon the scene Saturday afternoon to interview the sexton, in order that no opportunity should be afforded to the call of duty to miss him. He said to the sexton, after having duly impressed him, "Mr. Johnsing, what kind of sermons does this congregation most sagaciate?" Whereupon, the philosophic sexton replied: "Well, dominie, youse gwine find dis yere congregation a very remarkable people. Deir mental digestion is equal to any demand the human intellect can make upon it, but for the Lord's sake tech 'em light on the ten commandments." I have ventured, however, gentlemen, upon this subject filled with assurance that this story has no application whatever to this audience.

In these days when standards are so elusive and any discussion of business agreements upon standards, or any other subject, is risking one's fortune, freedom and reputation, when it behooves a man to move circumspectly when he goes into conference with his fellows in business, it is a great relief to

know that up to the latest dispatches in the evening's papers there is no immediate danger to a man in such a combination as we have here tonight and that the interchange of thought and commerce of ideas is still a free field for our endeavor. For this, let us be duly thankful. It is in this confidence that I find boldness to speak to you on "Ethical Standards in Business." It may be that, when I have exhausted your courteous patience, some standards may have been weakened and others not strengthened, and perhaps, I shall not be more successful than history already shows the Supreme Court to have been in demolishing a certain other "Standard." You will notice the subject has been introduced in the very front of the address; this in order that no one shall leave the room and report, as did the enraptured colored listener, who said, "Yas, sah, that orator sure was the most eloquent man what ever 'dressed a congregation." On being asked what the subject of the speech was he replied: "Well, sah, he suttonly am a very eloquent speaker, but I don't recollect dat he ever did mention what he was talking about."

In order to properly survey and understand the field in which we find the day's work to lie for us and in which we must apply such standards as we have, or may, set up, let us for a moment consider the age in which our lot is cast. It may be safely said that it is the most material age upon which the sun ever shone. Look over the past fifty years and see the material development which has marked them. Note how the human mind has applied scientific discovery to the increase of the market value of materials.

The poets are dead. The writers of the very recent Victorian era have passed and most of them have left no successors. The great leaders in the churches have seemingly not been followed by their equals. There is no time for poetry. The prose of the day has a distinctly market value flavor. A recent novel which treated of the neglect of social service and lack of spiritual efficiency on the part of the Church and the crying need of unselfish altruism was put on the market and sold to the highest bidder.

Look into the educational field and see how technical education has supplanted the classi-

cal and cultural courses. Analyze the rosters of your universities. Compare the numbers of students in the scientific courses with those studying the "humanities." Listen to the universal call from the theological schools for students for the ministry and note the response.

Then consider the political ferment of the times. Notice that the insistent discussions have to do almost solely with the distribution of possessions. The basic fact being that in recent years the man in the street has awakened to the fact that with the vote he has in his hand he can dislodge the possessions that are in other hands without proper right in his estimation.

You will remember that only a few years ago the silver heresy swept over this land. What was its basis? Simply that a dollar's worth of wheat would sell for two ounces of silver, out of which two silver dollars might be coined to pay off two dollars on the mortgage where one dollar could be coined and used under the gold standard. When you are tempted to bitterly assail imported socialism remember this was a purely domestic product.

Within a few months we read of a conference of the Governors of the cotton states, wherein they planned to enable the planter to syndicate his cotton, forcing higher market values therefor. At the same time, public opinion was solicited to shackle the mill owner with the Sherman law to prevent him from conspiring to sell his products at any higher prices.

A generation or two ago, the men held up as patterns to our boys, were Luther, Cromwell, Washington, John Howard, John Knox, David Livingstone. These we have supplanted with a new type. We call them "captains of industry" and "merchant princes." Washington, when he died, was the richest man in the country, but did you ever hear his wealth alluded to, except as an incident? Do you hear much comment upon the richest men of this day, except concerning their possessions?

We have established the basis for and built a new aristocracy. History shows that there has always existed an aristocracy among men and it is a safe prophecy that there always will be. As I read her pages, I see three periods outlined. The first aristocracy was one of Might. The king was the Angle-Saxon "kong"—the man who "can"—and physical strength was the title of nobility. In the procession of the ages, the strong king

gave way to the son and we had a second period. The aristocracy of Descent. The king was the son of the strong man. The tide swept on and the race entered a third stage, being the period in which we are living. The aristocracy of birth is steadily giving way to the aristocracy of Possession.

Concentrated wealth is the greatest power in the world today. No nation, not even Germany, France, England or the United States can go to war until the bankers have been called into the back office and their permission to fight has been obtained. But, gentlemen, moved by forces beyond us, this world goes forward to a fourth period—not an aristocracy of Descent, or Power, or Possession, but an aristocracy of Character, and even this American Republic shall recognize the new order of nobility. Not what a man has but what he is, shall determine his standing in that golden era which is before us.

We measure progress by years but the progress of the human race is to be measured by eras or by centuries. Burns saw it, when he wrote, "A man's a man for a' that." Ten-nyson saw it when he wrote, "I hold it true with him who sings to one clear harp in divers tones that men may rise on stepping stones of their dead selves to better things." We have made some discernible progress already. If a new declaration of independence were to be written today in this birthplace of a nation, it would be a statement of fact that we regard all men as born free and equal. But it took a million lives and billions of money to make it a possible fact. Back in the ages a man asked the question: "Am I my brother's keeper?" And a minority of the race today is busy answering Cain's question in the affirmative.

The outlook is broader than it was. You, gentlemen, need no argument from me to convince you that the first period has gone, never to return. Never again will the standard of might be followed by hordes bent on conquest. For even in Mexico the right of might will soon cease. The world over today, even in Philadelphia and China, the scepter of power is no longer secure in the line of Descent. This aristocracy has confessed its defeat. Concentrated wealth is upon the throne, but it too sees that its day is coming. Already upon the wall of its banqueting chamber the hand is writing, "Mene, Mene, Tekel, Upharsin."

Your third aristocracy will shortly confess its defeat. What then is the name and stand-

ard of the coming aristocracy, for it comes on apace? Already those with sharpest ears among us can hear the echoes of the horns of its outriders and here and there its name is heard. It is called character and the word upon its standard is "Service." This shall be omniscient and supreme and we of the older orders shall fall and disappear before its conquering power. Now, gentlemen, I thank you for your courteous attention, by your kind indulgence, I have just reached the subject upon which I was commanded to speak to you. It was necessary to build the platform to set the scene before you.

In this materialistic atmosphere, in a world of affairs that seems just now in a ferment of change and experimentation do you and I find ourselves. We are business men and business is still business. Most of us, for over a generation, have constantly heard of "business standards." When we read them set forth in large type in display ads, we come to the conclusion that the advertiser is window dressing and most of his stock is in the window. No advertiser has yet reached the rashness of advertising "my ethical standards."

A century ago and more, Franklin crystallized the highest commercial wisdom of his age, when he said, "Honesty is the best policy." It became a standard for advanced commercial thinkers. It permeated our educational channels. I well remember my writing copy book, where Franklin's saying was set for me as a copy. As a boy I got the impression somehow that it was a high standard to live up to, but I have noticed of late years that where a man was suspected of having it as his business standard that his bank showed no eagerness to enlarge his line of discount. The standard has changed.

One of the leading men in this city told me that as a young salesman of dry goods he was instructed that every piece of goods in the stock should bear three prices in cipher. The first was the cost price. The second was the lowest selling price. The third was the price to be quoted. Every salesman was instructed not to let a customer escape, but to get as near the third price as possible. That would be an impossible condition in that same establishment today. Something has happened.

Look over the different lines of commercial and industrial activity and see the co-operation and consultation that is existing today and compare it with your recollection of forty or more years ago. Consider the wel-

fare work being done in the business world today by employers. Much of it, no doubt, is done to promote efficiency, but behind it all is a more or less conscious moral obligation. Physical conditions, in commerce and industry, have been revolutionized in the last fifty years. The great underlying fact is that business standards are becoming ethical.

The latest dictionary defines ethics as "the science of human duty," and "the science of right and right conduct." Gentlemen, I suspect that in the last two words of the first definition there is set forth the great change that is coming over our standards of business. We have not as business men grasped all the factors in our problem, nor have we seen all the responsibilities that have been upon us.

While we have been very intent of late years in conserving by-products, have we not missed what should have been some of our chief assets? Our balance sheets have been arithmetical, but figures at times tell profound lies. The men and women who operate our establishments are of greater importance than the plants, and they are beyond and above our balance sheets. Good will we have calculated as having cost us money and, therefore, is a valuable asset. The highest courts have ruled that we were right, but I never heard "good will" discussed, except as something existing between those who bought from us and ourselves.

In the new aristocracy of character, of which I spoke, good will must be a broader account than what it has been. Our employes cannot be independent of us, nor can we be immune in our association with them. I am not defining the ethical standard here. I am but suggesting its need.

Coming from Chicago a year or more ago, I met a business man from New York, who in the sociability of the smoking car told me of an experience in his business. A customer stormed into his office, demanding whether a receipted bill he showed was a genuine receipt. When the merchant said it was the customer produced a monthly statement, which showed that bill as still unpaid. Investigation developed the old, old story of a clerk appropriating his employer's money under stress of family necessity. The merchant found that the money had been spent, as receipts showed, to pay the physician's and grocer's bills. The merchant asked the defaulter "How much do you get a week here?" The answer was "fourteen dollars." Further questioning showed four children and an

invalid wife had to be provided for. My New York friend said his conscience smote him, saying *he* was the first sinner in this particular case. He sent the man back to his work under pledge of mutual secrecy with his wages made eighteen dollars per week, and an agreement to, in time, repay the missing money. That merchant at the end of his recital said: "That man is now the best man I have in my business and now I pay him sixty dollars a week."

Then, my friends, followed a remark which has kept me thinking on the subject of ethical standards in business ever since. This was the remark: "That was a good day's business, that day. I saved a customer. I saved some money and I saved a man." Do not misunderstand me. I do not mean that business shall be run as a philanthropy—far from it. Neither do I mean that we shall mix philanthropy with business. A philanthropy run as a business will be a failure—as a philanthropy. And a business run as a philanthropy will be a failure—as a business.

You must not conclude that because you have ten millions of surplus profit, above your own need at the end of your fiscal year, that you are warranted in giving your employees ten dollars a day for labor which is only worth two dollars in your competitor's shop and elsewhere. You will be doing your competitor an injustice and an injustice to your ten dollar employee by starting him thinking wrongly, and then also, perhaps, you are selling your goods at too high a price for the security of your business.

No transaction shall be sought wherein the interest of both buyer and seller is not served. The ethical standard requires that philanthropy shall not supplant justice and equity shall never be called a gift. Years ago, a business man crossing at a street corner in this city in the days of the cobblestone pave-

ments, on his way home from the day's work dropped a dime into the hand of a lad who was sweeping the slush from the crossing. As the man gave the lad the coin he noticed him thinly clad and said in a voice filled with sympathy, "Are you not cold, my son?" Whereupon, the lad replied: "I was until you spoke to me."

Gentlemen, I am plagued with like problems, as you are, and with greater personal limitations, I think at times. But we must hold fast to one basis in our business, thinking, namely, that our business standards must have in them this note of sympathy with our common humanity; that our dealings, ambitions, and relations must be based on this science of human duty. Thereby, shall we ourselves meet that other ethical standard which we who are here tonight have set for ourselves; namely, that in every position in business life and in every relation and responsibility that comes upon us our chief thought and care shall be to so fill the position, conduct the relation and discharge the responsibility that when we have ended each and every one of them we shall leave the level of effort and attainment higher than we found it, and not be numbered among those who perfunctorily, for a time, listlessly played a part in the drama of business and lifted nothing.

Let us write in bold letters over the threshold of every business morning those lines of Oliver Wendell Holmes:

"Build thee more stately mansions, Oh! my soul,  
As the passing seasons roll;  
Leave thy low vaulted past,  
Let each new temple nobler than the last  
Shut thee from Heaven by a dome more vast  
Till thou at length art free,  
Leaving thy outgrown shell by life's unresting sea."

Rotarian R. C. Kerr, of Houston, was a recent visitor to Headquarters in Chicago. He was on his way to the National Florists' convention in Boston. Rotarian Kerr is the chap who furnished all the visitors at Houston with cape jasmines to send back to the folks at home. This little stunt cost him about \$300 but he says it was well worth the expenditure to help bring so many fine men and women to Houston and make their personal acquaintance. It seems that when Bob Cornell began to touch up some of his club members for rather liberal individual contributions to the cause the men approached were all game but could not help the hope that such expensive conventions were not going to be a regular thing. However, after the convention had been held it was the unanimous verdict in Houston that they would all gladly pay the price if they could only get that crowd back again soon.

## The Chronicle of the Chronicle Clock

Limned for the Linotype by Charles H. Mackintosh

WAY back in March, 1914, there came a tingle on the telephone just ten minutes before quitting time.

And the voice of President Bate of the Duluth Rotary Club to which we belong flowed over the wire, saying:

"Yours is the priceless privilege of writing a ten thousand word essay on 'Why a Businessman should attend a Rotary Convention in Texas.'"

"Get busy now and you can just catch to-night's Chicago mail!"

Before we could think our thanks the distant receiver blammed in our ear like the floodgates of Fate closing on the last log of the drive.

It was up to us.

Turning to our desk, we feverishly flung off a few hundred words of witty wisdom in our accustomed style and consigned it to Uncle Sam's male man—and Oblivion.

But not such!

What is this, coming to us under date of April sixteenth and over the signature of the Editor of THE ROTARIAN.

Listen and you shall read:

"I have great pleasure in advising you that your story was the unanimous first choice of the committee of three appointed to pass upon the merits of the various stories submitted on 'Why a Business Man Should Attend the Rotary Convention in Texas.'"

"Your manuscript has been sent to the printer and will appear in the May issue of THE ROTARIAN.

"I am notifying President Cornell of the Houston Club that you are the prize winner. I suppose the Mahogany clock will be presented to you during the Convention at Houston.

"If you haven't any place to put it we can take care of it for you here in the office at least for a while. Our furniture and office trim are in mahogany, you know.

"Again congratulating you, I am

"Yours Rotarily,

"CHESLEY R. PERRY."

Wouldn't that corrupt your concepts?

Here four or five other fellows had been slaving away for hours and hours and the Committee went and wished the thing on us because our alleged essay was the shortest and easiest to read!

But we have always sustained the rep. of staggering along nicely under adversity, and so we bowed to the blows of fate and sent our idiotic acknowledgments according to Crocker, Hoyle and other authorities.

Munce and munce and munce dripped often time into eternity, and we had all but forgotten what the doctor had promised us, when came Bate again, warning us that we must be present at the presentation of the presents in Houston.

Now we had been in Houston during January and February of that same year, and it was obviously impossible for us to go to Heaven twice in the same season.

So we wished it onto Bate and provided him with a splendid Speech of Acceptance which we wrote all by ourselves without any assistance other than that of Webster.

But Bate's goat ate the Speech, so Chesley tells us; or else he *mailed* it to President Cornell, as he admits himself.

In any event there was no grand presentation, which bitterly disappointed the steen thousand delegates to the convention, besides robbing them of much priceless persiflage.

Bate came back and said there worn't no clock.

Chesley wrote by the same mail and reported that the animal was extinct.

And we resigned ourselves to the mercilessness of unkind fate.

Then came a typical July day—forty below and the flowers frozen—and we closed down our desk, put on our wombat coat and earmuffs and prepared to buck the blizzard to our abode.

They met us at the door with sad faces and with hushed voices.

"We have put It in your room," they said, "And phoned for the Undertaker!"

Taking three steps in a stride, we scorned the elevator and crashed through the door.

Alas, it was all to true!

There It lay in its seven-foot pine coffin with little trickles of ice water running out on the rug.

We sat on It and wept silently while waiting for the Undertaker.

"Who could It be," we wondered, "And why have they sent It to us?"

No matter, It must be a near and dear rela-

tive, and who were we to let our tears wait on callous curiosity?

The Undertaker came in silently in his felt overshoes and shook us sympathetically by the hand before proceeding to Business.

We helped him pick It up preparatory to placing it in the little rubber-tired wagon, and It said "Ting-a-ling."

Now no conscientious corpse makes use of such language unless it is in condition of the crocodile in Peter Pan—with an alarm clock in its insides—and, at once, we began to cherish a Fearful Suspicion.

"Let's open up here" we suggested tentatively to the Undertaker, "Mebbe It ain't dead yet, or something."

He looked at us with horrid doubt, but consented to fetch an ax, if only for personal protection.

And then we fell upon that mummy case and exhumed—

Yes, you have guessed it!

—The Clock!

We did the necessary by the Undertaker and dismissed him to more congenial surroundings before taking the seven feet of mahogany-and-wheels in our arms and setting it up in a cleared corner.

We hung the pendulum on and we wound it in both holes and at once it began to function.

Some clock! Some clock!! Some Clock!!! It said, and we agreed with it.

Then came the hour of eight, and it threw us into a nervous fit with a "Whirrrrrrr—DONG!"

No clean-minded clock should strike one when it is really eight unless it happens to have eight—or rather *caten*—something disagreeable.

So we got a butcher's cleaver and groped around in its gizzard till we found the little thingumbob which passes an hour away every time you press it.

Then we fixt it so that when it came nine o'clock it *struck* nine o'clock.

And Peace closed over us with a shuddery splash.

At the rate of a word a second—in time with the clock—we wrote our pæan of praise to President Cornell, and then we just stuck around and listened while it hopped to it.

Heaven pity that poor, pusillanimous pup who has no Grandfather's Clock to wile away his evenings for him!

He cannot *see* the seconds fly and know their uttermost value!

Not his to hear the slow sedate footsteps of Time passing along the shores of Eternity.

His liver will never be jarred loose from its fastenings by the sudden boom of a half-hour when he is stropping his Gillette blade over his thumb.

Poor victim of an adverse environment, we pitied him!—and went to bed.

"All night we lay in waitingness, from cheery chime to chime"—if it is permissible to paraphrase Hood.

But at length we fell into a state of coma, from which we aroused only at the full hours.

"Six o'clock and all's swell!"

We turned over for the last nap of the night and dreamed that we had the Millionaire Suite in the Hotel Cecil.

We heard the waters of the Thames murmuring outside our window—they were flushing the streets—and we heard the dull boom of Big Ben from the clock tower of the Houses of Parliament.

And then, suddenly, that bomb planted by a Militant Suffragette on the evening before WENT OFF.

Vesuvius erupted.

The American Navy opened fire on Vera Cruz.

The maid fell downstairs with a scuttleful of coal.

And we shook a cautious eye open and flung it at The Clock.

Diplodocusses and dingbats!

It had STOPPED!

We leapt downily down from our downy couch and pried into its inwards once more.

The Clock had croaked!

It had busted it bazazza.

Its mainspring was a maze of inmate cussedness among the muss of its mechanism!

Wailing aloud, we stepped on a nail left over from the night before, in our hurried hurdling to the telephone.

We wrenched the clockmender from the bosom of his family and brot him into the operating room.

"Change of climate" he diagnosed after going through the survival of the fit.

"Thisyer clock came from some place where it gets way above zero and it just naturally couldn't stand the shock!"

We have ordered an acclimated mainspring for it, and we live in hopes that the Chronicle Clock will yet live to scare us dead with its unexpected chime. We know not, yet.

(EDITOR'S NOTE: Latest advices as we go to press are that the clock is going fine.)



## The National Guard as a Business Asset

By Captain Charles A. MacArthur

Company A, 2nd Infantry, N. G. N. Y., and Member of the Rotary Club of Troy, (New York)

**T**HE cardinal thought of modern business is efficiency and as that is incorporated in the idea of our Rotary club we should be vitally interested in grasping every means at our hands to promote this in our business.

There are several ways of obtaining business efficiency—through up-to-date equipment, modern machinery, office and factory sanitation, and through the employe himself. This last is far the most important. While the employe is under our control in the office or factory, we are able to regulate his mode of bearing, to train him in the environments from which we expect to obtain the greatest results toward building up our business unit, but he is only subject to our con-

trol one-third of his time. The remaining sixteen hours of the twenty-four his time is his own to go and come as he pleases; to form acquaintances of his own, whether they be good or bad; to spend his spare time in improving himself or wasting it in some idle diversion; to form associations and habits which may tend to make his business capacity greater or on the other hand to contract qualities which may completely unfit him for his business vocation. This big business realizes and the leaders in the industrial world, by clubs, associations, gymnasiums, shower baths, lunch and reading rooms, are devising every means to educate and build up the moral and mental attributes of their help.

It is with the thought of efficiency and man-making that I want you business men

A paper read before the Rotary Club of Troy.

to look upon enlistment in the National Guard. As much as I regret to say it, I nevertheless feel that our strenuous business existence and the keen edge of competition has robbed us of a little of our patriotic sentiment. I do not mean that we do not love our country as much as ever or are not proud of our land of freedom, but in our eagerness to keep our heads above in the financial sea we are apt to overlook that old fashioned patriotism when a man's first thought was the safety and protection of his country. Realizing this I must present the National Guard to you as a business asset and not appeal to your loyalty to government.

At the outset do not confuse the National Guard of today with that of a score or more years ago. Probably many of you have served your time in the Guard in years gone by and remember the good times you had better than the training you received. You will remember that parades and ceremonies were the chief function; that striking uniforms and entertainments were the arguments for enlistment; that the annual encampments were more like a summer excursion than a business-like camp.

The National Guard of today is another proposition. The reason why many employers are opposed to the National Guard is because they do not know what we are doing. They are not acquainted with the requirements and training that is necessary. The only time they see one of our companies is when we are at play, either on parade or at a social entertainment in the armory. They do not see us at work on the drill shed floor, in the class or lecture room, on the rifle range nor at the summer camp of instruction.

The strength of the New York State National Guard today is 16,665 officers and men, comprising a division. It is the one state in the Union that can place an entire division in the field in time of war with anywhere near a complete organization of auxiliary troops, such as cavalry, field hospitals, ambulance companies, field artillery, machine gun companies, signal corps and corps of engineers. The federal government appropriates annually nearly \$3,000,000 for the upkeep of the organized militia. To receive the federal appropriation the state has to maintain a certain degree of military proficiency and once a year the Guard is inspected by officers of the regular army. The personnel of the Guard was never higher; the standard of physical requirements is strictly adhered to and the degenerate or habitual

drunkard will not be accepted in the Guard today. A captain of a company is as eager to enlist good recruits as you are to employ sober help.

The training of the men starts with the training of the officers. Major General O'Ryan, who is in command of the organized militia of New York State has recently completed a course of study at the War College in Washington, one of the few if not the first National Guard officer to complete that course. The commissioned officers throughout the state are required to take a course of study in what is known as the "School of the Line and Staff." This is a four-year course with four written examinations a year. In the summer a "School of Application" is formed at Peekskill where the officers attend for study and the practical application of handling troops, working with a provisional company formed for that purpose.

Coming down to the men, they are required to cover a certain amount of work in a year, and the greatest fault is that we do not have time to thoroughly cover all that is required of us. Besides the regular close order drill that they must be proficient in before acquiring the rest, this course of study includes map reading, signaling, first aid to the injured, extended order drill, problems in minor tactics, principles of patrolling, guard duty, tent pitching, loading wagons, mechanism and nomenclature of the rifle and how to use it, care of the clothing and equipment and principally the care of the man himself relative to his feet and stomach. Nearly any one of these is a study in itself but we are supposed to cover this in a short drill season of twenty-four drills of an hour and a half each from October to May. So you can see that not a great deal of time can be wasted in loafing.

To serve even one enlistment of three years with a training such as is required to cover this work cannot help but develop the qualities that will make your man a better employee. In the first place, he receives the rudiments of a military training which are founded on discipline and exactness. He learns to do a thing when he is told to do it without question, to do it immediately and with precision. It develops in him the habit of punctuality and courtesy. During the drill season he falls in sharply at eight o'clock in a service uniform with clothing and equipment properly fitted, with shoulders thrown back and head up. If a man only takes the position of a soldier once a week he is better

off than if he did not have to stand erect at all. He receives a few minutes of setting-up exercise to improve his physical condition, get his blood moving and put a little ginger in his work. He then goes through a course of training that has a tendency to improve his general make up by instilling into him concentration, steadiness, obedience and general discipline.

The House Committee on Military Affairs of Congress in one of its reports lays stress on the new place the National Guard now occupies in the business of this country. The report says:

"The value of the National Guard does not rest alone upon the fact that it is an efficient military force for war service; it is also a great educational institution. No one who understands the training can fail to come to the conclusion that the discipline required, the development of the intellect, the precise and orderly performance of duties, the development of physical health and endurance, makes a better class of citizens. The emperor of Germany has recently attributed the recent commercial prosperity of Germany to the influence of the military training required of all able-bodied young men."

The principal argument used by employers against enlistment in the National Guard is the element of time. They say that it requires too much time from business, but when we analyze it we find that it resolves itself into one evening a week, of ninety minutes' duration, one day a year for rifle practice and one week every two years for camp. We feel that the time taken up for this is more than made up in making your men more proficient. I appreciate that the Guard is subject to call at any time in aid of the civil authorities, but since the organization of the Troy Citizens Corps, which is now Company A, in 1835, it has been called upon but nine times in the 79 years. This is about once in every nine years; so the chances of a man being called during one enlistment are very slim. Of course in time of war we would have to go but if the war amounted to anything most of us would have to go any way, and we might just as well know how to handle ourselves because the man with the training has the best chance of coming back whole.

Our armory is better equipped than many clubs. We have comfortable company quar-

ters, bowling alleys, shower baths, reading room, rifle range, and the drill shed floor for indoor baseball and basket ball, and no intoxicants are allowed in the armory. It is better by far to have your men make this their place of gathering than some of the places they now use.

A special committee of the chamber of commerce of New York City was appointed last winter to investigate the National Guard of New York and the chamber approved the report it submitted, endorsing the National Guard. The report in part reads as follows:

"There is another question beside the security of prosperity to which the committee desires to urge the attention of the Chamber of Commerce, and that is the marked and beneficial effect upon young men serving in one of the state military organizations. Such service emphasizes the value of qualities that are not only helpful in business life, but which tend to better citizenship. It develops such characteristics as respect for duly constituted authority, obedience to superiors, fair treatment and courtesy to those in inferior positions, punctuality of habits and good physical condition. These are matters which make a man worth more to his employers, and are opposed to every lawless and degenerating tendency. The manner, deportment and steadiness of a young man are all improved by serving in one of the military organizations of the state as they are conducted today.

"Employers should be given better opportunities of seeing for themselves that the equipment and the state armories and the class of men frequenting them make the best place of general recreation for young men to spend their evenings. The committee further recommended that employees who are members of the Guard be allowed fourteen days in each year for the performance of military duty without loss of pay or vacation and that employers favor the employment and promotion of members in this service; that all heads of departments, superintendents and foremen see to it that the spirit of this declaration is carried out, and encourage the men under them to join the National Guard to the extent of five per cent of the working force of any department or shop as the case may be."

If you business men will co-operate with the National Guard in its effort to inculcate in the young man the habits of discipline, self-control, obedience to orders and self-respect you will do a great deal toward keeping him clean mentally, morally and physically and thereby rendering him a much more efficient cog in your business machine.

*"In the final test," says Booker T. Washington, the great leader of the black race, "the success of our race will be in proportion to the SERVICE that it renders to the world. In the long run the badge of SERVICE is the badge of sovereignty."*



# William David Biggers



**A**BOUT four years ago, a "stayer" named Biggers, while on a visit to Minneapolis, was invited to attend the meeting of the Minneapolis Rotary Club. Its present president, H. R. Shepardson, did the inviting. This was Mr. Biggers' first introduction to Rotary. The pleasant, profitable meeting appealed to him in double-quick time, and on his return to Detroit he immediately placed his application for membership in the Rotary Club of Detroit. During the last four years, Mr. Biggers has been an active member of his club although he has never served in any official capacity. He states he values his membership in Rotary above that of any other club or association with which he ever affiliated himself—not because of any increase in his business but because of the contact with live men, the spirit of good fellowship, and the general wholesome acquaintance it gives him.

Mr. Biggers has been in the hardware business since he quit school. His business career began in 1883 and in all the years since then he has been connected with only three firms. That's why we call him a "stayer."

When he left school, he entered the employ of the Simmons Hardware Company of St. Louis—entered there as a stock clerk. He stayed for twenty years, filling various positions in the sales department, the city department, and during the last three years of his

connection with the Simmons Co., he was one of the department buyers.

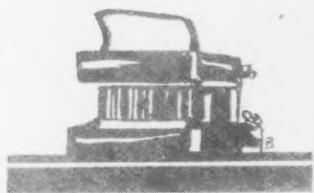
When he left the Simmons Hardware Company, Mr. Biggers joined the forces of the Walter A. Zelnicker Supply Company of St. Louis, and for two years was its general manager and secretary.

About seven years ago, he became secretary and general manager of The Continental Company (Detroit, Mich.), manufacturers and distributors of screen doors and window screens, selling these goods to the hardware jobbing trade. Rotarian Biggers is also secretary and treasurer of the Sherwood Metal Working Company of Syracuse, N. Y., manufacturers of the Sherwood All Metal Adjustable Window Screen. Among the trade, he is known as the author of several booklets and pamphlets regarding the Anti-Fly Crusade. His "Swat the Fly" campaign has been carried on in many cities, north, south, east and west.

And gentlemen, who do you suppose is the claimant for being the birthplace of "Stayer" Biggers? St. Louis! In her schools he was given a grasp upon the three fundamentals: Readin', 'Ritin', an' 'Rithmetic.

Here ends this sketch of William David Biggers, alias "The Stayer," who was elected at Houston as the Vice-President of the International Association of Rotary Clubs for the Central Division of the United States.

# Gratton E. Hancock



*Photo by National News Service, Denver, Colo.*

**I**T IS said that practically nothing germinates or lives in the waters of Great Salt Lake, it being 22 per cent salt. But strange to say, the germ of the Denver Rotary Club came from that locality.

In 1910, Mr. G. H. Hancock, in company with several gentlemen of Salt Lake City, went out to Saltair on this lake for a "salt water float." One of the members of the party was the Secretary of the Salt Lake Rotary Club and he told Mr. Hancock something about Rotary. The idea appealed to him and he brought it to Denver. Hancock soon began to correspond with Secretary Perry and from the latter received the necessary data regarding Rotary, some constitutions, by-laws and rosters of several clubs. After Mr. Hancock had absorbed the literature which Perry had sent him, he selected twenty men to consider the matter, with the result that the Denver Rotary Club blossomed forth into existence. Mr. Hancock was elected its first President and has been active in its work ever since, with the exception of a period of eighteen months spent in Salt Lake City, where he was also elected a member of the Rotary club of that city.

Hancock's business career has been mainly as sales manager and purchasing agent—seven years of it for E. C. Stearns & Company, the big hardware manufacturing concern of Syracuse (N. Y.), U. S. A., and for

the last thirteen years he has been salesman and sales manager for the Remington Typewriter Organization in the cities of Philadelphia, Pittsburgh, Williamsport, Toledo, Salt Lake City and Denver.

In 1906 the Denver Remington office under his management won the International Selling Contest, showing the largest per cent of increased business over the previous year in typewriter sales—an increase of 205 per cent.

Rotarian Hancock saw the light of day forty-two years ago—and he saw it at Mannsville, New York, U. S. A. Mannsville is a little town, bounded on the north by Pierrepont Manor, on the south by Lacona, on the west by Belleville, and on the east by the Adirondack mountains. His education he received in Sandy Creek and Syracuse, also in New York State, and later in the schoolhouse of ye Pedagogue Experience. By the way, Sandy Creek is noted among travelers for the Thomas House, a small hotel where fried chicken is served for supper and breakfast. Mr. Hancock is a member of the Denver Chamber of Commerce, the Denver Advertising Club, the Masonic Order and the Denver Rotary Club and is a Director of the International Association of Rotary Clubs.

## Would There Were More Rotary Clubs!

*(This is the title of an editorial by Editor Frank P. Glass of the Birmingham (Ala.) News. The editorial is reprinted below to show how "strong" Rotary can make itself in a city if it wishes to do so. Following this editorial we quote another one from Mr. Glass, which tells us something more of the Rotary Spirit in its broader sense—its development into the community spirit.)*

**B**IRMINGHAM is to be congratulated on the presence of such an organization as the Rotary club. Would that Birmingham had a dozen organizations with the spirit, the courage and the energy of the Rotarians!

The justice of this expression is demonstrated by the action of the Rotary club yesterday. President Shook, of the Chamber of Commerce, and Chairman of the Central Committee on the Methodist University, invited President Shelby, of the Rotary club, to bring the entire membership of his organization to a lunch with the Central Committee. About forty of the Rotarians responded to the invitation.

After the luncheon an appeal was made to the Rotary club to step to the front in aid of the campaign for the university, to which President Shelby responded eloquently and forcibly, pledging the assistance of the Rotarians in every sort of way.

The chief expectation of the Central University Committee was that the Rotarians would assist in the canvass of the city. But President Shelby knew the club better than that. Immediately after the luncheon was over he called a business meeting of the Rotarians, and made an urgent appeal to the members to subscribe "now and here" to the University guaranty fund. The members started off in fine form with several subscriptions of \$1,000 and upward. Steadily every member present fell in line with a liberal subscription. Many of them were additions supplementing subscriptions already made to canvassing committees. Though there were only forty members present, an aggregate sum of over \$12,000 was subscribed on the spot, not a man in the room failing to respond.

Furthermore, the club decided to send a committee to the rest of the membership at once, and it is most likely that the Rotarians will subscribe an aggregate of \$20,000 or \$25,000 before today is over. In addition the club will furnish the regular campaign committees with a large number of addition-

al workers to finish the round-up of the canvass which is required by the Methodist Location Committee to be finished by Monday night.

The Rotary club's central principle is unselfish service; its motto is, "He Profits Most Who Serves Best." It practices what it preaches, as yesterday's superb display demonstrates. It stands ready to do anything and everything it can for the "other fellow" and for the community, and it does not stop with standing ready. It keeps moving and produces results.

There is little doubt that the Rotary club is doing more than any other single organization here to arouse the spirit of unselfishness and devotion to civic ideals, to bring about enthusiastic co-operation for public causes. This action yesterday will thrill all other local workers for the university's location, and will put the snap and vim into it which have been so needed. Its moral effect will be greater even than its financial aid, handsome as that is.

Again, all honor to the Rotary club, its spirit, its work, its results. Would that the community could catch at this juncture the full meaning of the truth, "He Profits Most Who Serves Best." If so, Birmingham's duty toward this university movement would be readily discharged.

### A Compensating Manifestation

In the last week there have been revelations of a spirit within Birmingham which should make every citizen prouder that he lives here, and more hopeful of its development along the best lines in the future.

These revelations have come to view on account of the early departure of one of its foremost citizens, Mr. A. H. Ford, from this field of business to another in Maine. The revelations have been in various forms, by numerous methods, a Presbyterian Church dinner, a Rotary club luncheon, a gift of silver, a set of resolutions signed by over a hundred prominent business men, and thou-

*(Concluded on page 123.)*

## Report of Committee on Publicity and General Information

By E. L. Skeel, Chairman

(In the absence of Mr. Skeel the report was read by E. J. Berlet of the committee)

IN THE closing hours of the Buffalo convention a resolution was adopted authorizing the appointment of this committee on publicity and general information and prescribing certain powers and duties. Shortly thereafter the president appointed this committee and your chairman entered into a correspondence with its various members with a view to formulating a definite policy and plan for its work. As usual in such cases, however, the mailing system proved unsatisfactory and the committee as such has not been able to accomplish as much in months of correspondence as it would could it have met in person immediately following the convention. From some of the members of the committee I have been unable to get any response whatsoever to my letters and it has never been possible to get a majority of the committee to agree by mail upon the same general policy. What work has been done, therefore, has been done by the members and the chairman individually rather than as a committee and in making this report I state my own views which I hope will receive the approval of a majority of the members of the committee. Concretely stated, this is the work undertaken:

*First:* To recommend for official endorsement certain publications which in our judgment state the fundamental principles underlying the Rotary movement so as to authorize the publication of these endorsed statements wherever publicity is called for. We, therefore, recommend the endorsement of the following and it is to be understood that the endorsements are limited in number and are only those statements which are strictly fundamental in character and at the same time complete in scope. There are many excellent addresses and articles which we cannot use in this connection either because of their length or because they only deal with certain limited phases of Rotary.

1. Pamphlet No. 6 containing abstracts from the Constitution, the Platform in full, and an extract from the annual report of President Mead made at the Buffalo Convention in 1913.

2. Pamphlet No. 1 containing the report

and address of President Paul F. Harris at the Duluth Convention in 1912.

3. Amended Pamphlet No. 3 entitled "What Is The Rotary Club?" written by Secretary Chesley R. Perry and being historical as well as expository in character.

4. Pamphlet No. 5 containing an address by Allen D. Albert at Buffalo in 1913 on "The True Meaning, Purpose and Opportunity of Rotary."

*Second:* A number of inquiries have come to the committee, directly and indirectly, requesting views on the extent to which the various Rotary clubs of our association should receive publicity and the method in which it should be secured. These letters have always been promptly answered and a summary of the views presented is contained herein.

*Third:* Rotary is practical as well as ideal. With a view to calling out new ideas of a practical character as well as to stimulate the attendance at this convention the committee conducted, under its auspices, a contest for the best news story on the subject "Why a Business Man Should Attend The Rotary Convention in Texas." The Houston Chronicle, through Mr. R. H. Cornell, contributed as a prize a one hundred dollar mahogany clock. The judges appointed were David C. Farrar, of Pittsburgh, D. H. Bower of Detroit and A. E. Hutchings of Kansas City. These judges unanimously decided that the story written by Charles H. Mackintosh of Duluth was the best and the prize was awarded to him. This story was published in THE ROTARIAN for May.

*Fourth:* Through the efforts of Mr. E. J. Berlet of Philadelphia we have been requested to prepare an article for publication in a leading magazine. This request will be filed with the board of directors. Speaking of Mr. Berlet, the chairman wishes to acknowledge the interest he has taken in the work of this committee. He has made many valuable suggestions, some of which related more to the general work of Rotary than to the work of this committee and accordingly are referred to the board of directors.

From the foregoing summary it will ap-

pear that the committee has fulfilled its duties with respect to answering inquiries and giving information. With respect to affirmatively securing publicity in circles outside of THE ROTARIAN it has done nothing except to recommend for official endorsement suitable and proper articles for publication.

There are two views, rather opposite in character, respecting the extent to which the local clubs should resort to publicity. One view is that the Rotary movement is destined to become world-wide in scope; that it will have a powerful influence upon the improvement of business methods and the elevation of business morals; that publicity is one of the chief means by which its objects in a larger way can be accomplished and that, therefore, it is proper and imperative that each Rotary Club should address itself to the question of publicity for the purpose of securing all it can about its meetings, its members, its purposes and the International Association. This theory is based upon the idea that a campaign of publicity would in some way further the attainment of the true objects of Rotary.

The other view is that Rotary is modest in character; that its limitation of membership precludes it from taking that degree of responsibility in matters of public moment which a large publicity campaign would entail; that it will best fill its purpose if it confines its efforts to the cultivation, development and improvement of its members, the promotion of their business acquaintance, and the elevation of their standards and ideals of business.

In my judgment the correct view lies somewhere between these two extremes. It is neither a secret organization shunning publicity on the one hand, nor is it a civic organization dependent for its very life on publicity on the other. Rotary is and should be frank, explicit, and above-board; all things to all men. Our principles should be so clear and explicit as to be incapable of misunderstanding and should be freely given for publicity wherever asked for.

On the other hand every organization which seeks to impose a limitation upon its membership is precluded from extensive publicity or advertising, if I may so call it, among the community in general. We cannot consistently withhold the public from the opportunity of membership and yet at the same time exploit ourselves before them. The true rule for Rotarians to adopt is to

be ready and willing at all times to give information on any phase of the Club's activities but at the same time to refrain from unnecessary affirmative exploitation. The fact is that publicity aids the attainment of the true objects of Rotary in only a very slight degree as witness our growth and attainments thus far without extensive publicity. To the extent that publicity aids our work we should seek it but not beyond.

In practically working out the problem the following suggestions are offered:

1. Newspapers should be advised that their representatives are always welcome at any Rotary meeting and privileged to publish anything occurring there which they consider of news value to the general public.

2. A Rotary club may properly invite publicity with reference to those occurrences and addresses which in themselves are of interest to the general public, which deal with matters of public concern and which are not purely local and internal in import.

3. It is not proper to burden the newspapers with details solely relative to the general routine of the club's business.

4. Publicity to a reasonable degree stimulates the interest of the members in the work of the local club. Such publicity gives the club a better standing in the community, especially if it shows that the club is doing constructive work in an educational way among its members along the lines of business and civic betterment.

Those advocating the two extreme ideas relative to publicity, above referred to, may be disappointed in this report. It is best to bear in mind, however, that the Rotary Club cannot undertake everything and it should seek to do one thing well rather than to engage in a multiplicity of undertakings.

Its particular function is to promote the business friendship of its members in the belief that business and friendship will mix to the advantage of every one concerned, and to stimulate its members to the highest degree of efficiency and highest ideals of service in business. It does not need front page articles or big headlines to successfully promote this work. It can be best accomplished by the active interest and constant endeavor of the members. The possibilities of this work are unlimited and Rotary will find its true mission, its greatest success and highest inspirations to its members in this field.

Rotarian Sam H. Cook of Syracuse is the new chairman. Send suggestions to him.

## The Trade and Professional Sections

**I**N THIS issue are printed some of the reports from the trade and professional section meetings held during the 1914 Rotary Convention. In subsequent issues other section reports will be given.

During the current Association year we will get an earlier start than last year in the appointment of section chairmen for sections that did not elect their chairmen at Houston. (Any one willing to volunteer or to suggest the name of a good man to act as chairman of a section will please communicate with Headquarters at once.) At the 1915 convention there will be a greater number of carefully prepared programs for the Section Meetings and we will make an effort to arrange for the Section Meetings to be held earlier in the week instead of the last day.

One thing that has come out of these section organizations is the following suggestion: Mr. R. W. Horn, Superintendent of Schools in Houston, sometime ago wrote a letter for the Journal of Education which is his trade or professional journal. In that letter Mr. Horn told what Rotary and the Rotary clubs are. It was a contribution that had an educational value to the many men engaged in educational and particularly public school work and resulted in some of the

clubs securing new members in the educational line. Mr. R. L. Hatch, of New York, has agreed to write a similar letter for publication in the confectioners' journal or whatever is the official trade publication of the confectioners, and he has suggested further that if in each line someone would endeavor to secure the publication of an article in his particular trade or professional journal explaining to the members of his own trade or profession what the Rotary club is it would be of great value to the International Association and to all the clubs locally, and many members of that trade or profession might be aroused to the advantages of belonging to the Rotary club, and more than that, it would give the trade or profession in general a new and broader view regarding Rotary.

Mr. O. J. Fee of Lincoln has agreed to prepare such an article for the laundrymen's publication.

Mr. Greiner and Mr. Mulholland both supplemented the suggestion with the request that anyone preparing such an article should send it to Headquarters in Chicago before mailing it for publication, merely so that the secretary can see that there are no serious errors in the article that might have gotten there accidentally.

## The Architects Section

This was a successful section meeting at Houston. The following topics were discussed:

W. S. Aldrich, of St. Joseph, Mo., led a discussion pertaining to the education of the public in regard to the services rendered by Architects.

The discussion was general and all the members of the section took an active part in it.

The Chairman, Mr. C. W. Dawson, of Muskogee, Okla., read a paper on the education of Architects.

The members discussed the question of the choice of Chairman and Secretary and the policy of the section regarding the same.

The members discussed the raising of funds for section work.

About fifty drawings were on exhibition, including the blue-prints of the unique "Rotary House" submitted by Architect David L. Williams of Portland.

By a vote, Architect C. W. Brazer was requested to prepare an article on city planning for publication in *THE ROTARIAN*.

As a contribution to the effort being made to establish codes of ethics for the trades the following resolution was adopted:

Whereas, one of the chief objects of our organization is the encouragement of high ethical standards in business and professions, and

Whereas, the architectural profession has a recognized code of ethics which has been published in convenient form by the American Institute of Architects, as a leaflet entitled: "Circular of Advice Relative to the Principles of Professional Practice and the Canons of Ethics," and

Whereas, a more general knowledge of the existence and nature of this code on the part of the public would greatly assist us in maintaining its standards, therefor

Be It Resolved, by the Architectural Sec-

tion of the International Association of Rotary Clubs assembled at the Fifth Annual Convention of that body, that we recommend that every American Rotary architect shall purchase a sufficient number of the above named circulars and shall give one to each member of his club.

All Rotarian architects are to be asked to contribute one dollar a year to provide an expense fund for their section.

Charles P. Jones, of Houston (506 Binz Bldg.), was chosen as chairman of the section for this year and it was agreed that the secretary should be the Rotarian architect of whatever city was selected to entertain the 1915 Convention.

Mr. Dawson's paper on "The Education of Architects" will be found on page 73 of this magazine. It will be found of interest to others as well as to architects.

### Automobile Accessories Section

Another interesting section meeting with indications of great possibilities for the future.

The following topics were discussed:

Music by Overland Band.

Possibilities and Benefits Derived from this Meeting.

What Constitutes Eligibility for Membership in this Section.

What Shall we Recommend to the International Association?

The following action was taken:

That for the present at least that both manufacturer and dealers in automobile supplies and accessories belong to this section and that the classification be changed from automobile supplies to automobile accessories.

Resolution was adopted instructing the secretary to ask the International Secretary to forward a correct roster of all the members of this trade section and as soon as this roster was received the Secretary to write to each member on the roster for a complete list of all the merchandise manufactured or

sold by that member, and the same be printed in pamphlet form and each member be furnished with one copy.

Each member present was assessed one dollar to cover the cost of postage to carry out this work, ten members being present.

A motion was made by S. H. Cook, of Syracuse, that the same officers hold over until next convention. The same was unanimously adopted.

The following recommendation was offered:

That the International Association should recommend to the local clubs that they clearly define the eligibility of members to the various trade sections and the manner of selecting members of any trade section, and the local clubs appoint a special committee to decide the classification of their members and their findings be referred to the board of directors, whose action shall be final.

The hold-over officers are: Chairman, Isaac Kinsey, Toledo; Secretary, G. W. Hawkins, Houston.

### Section for Clergymen

Topics discussed:

No. 1. Relation of the Clergy to Rotary.

No. 2. The Clergyman and His Local Club.

No. 3. The Clergymen in the Civic Undertakings of Rotary.

No. 4. Rotary and the Liquor Traffic.

Action taken:

No. 1. That an annual sermon be preached by each clergyman in Rotary the second Sunday in each October. This service shall have certain memorial features, though the ministers shall preach upon whatever subject they deem most vital to the local clubs.

No. 2. That we commend the great and

the good work being done by Rotary in the relief of all local and national distress and pledge the hearty sympathy and co-operation of the ministers in the work.

No. 3. We recommend that each clergyman in Rotary regard himself as being a member of a local club for the purpose of acting as an expert in character building, and that his relation to Rotary be moral and not commercial per se.

No. 4. That the sum of \$1.00 per annum be paid by each clergyman in Rotary to the Chairman of the Section for clergymen.

No. 5. We respectfully recommend that in

harmony with the highest type of journals THE ROTARIAN magazine refrain from using liquor advertisements.

Officers for this year: Chairman, Dr. Combie Smith, Kansas City, Mo. No Secretary.

### Coal Dealers Section

This action of this section was brief and to the point. They decided "that coal merchants are not deriving sufficient profit from their business proportionate to the investment involved" and recommended "that the prices of coal be boosted in all the cities

represented by Rotary clubs in the International Association of Rotary Clubs."

Officers for this year are: Chairman Lige Coles, Houston; Secretary, F. S. Fletcher, Beaumont. We will hear from them during the winter.

### Electric Supplies Section

Among the things this section will endeavor to do during the current year will be to get out a roster of the members of the section and to hold a meeting of the section in conjunction with the annual meeting of the

Jovian Order in St. Louis in October.

Officers for this year are: Chairman, Oscar C. Turner, Birmingham (Ala.); Secretary, A. V. Hancock, Oklahoma City.

The new year's work has begun.

### Grocery Brokers Section

Another section that did some constructive work.

Topics discussed:

1. Membership of Merchandise Brokers in Rotary Clubs.

2. Education on the part of the general public interested as to the ethical position of merchandise brokerage business.

3. Ways and means of encouraging intercommunication between Rotary brokers in the various cities where Rotary clubs are organized.

No specific motions or resolutions were presented and discussed as such, but it was unanimously approved that those present at this session should encourage admission of the leading grocery merchandise brokers to membership in the Rotary clubs in every city where Rotary clubs are organized. It was recommended that special request to this effect be presented to all of the Rotary clubs in the country, and that the same high standards of efficiency and service be demanded from prospective members in this line as in all other important lines of business in Rotary.

With reference to the position of merchandise brokers, emphasis was placed on the service rendered by men in this vocation. Representing as they do a large number of manufacturers and producers from the first sources, their method of distributing merchandise to the wholesale trade is the most

economical in the light of our merchandising system. A reliable merchandise broker acting as the special agent of his principal can perform the required service at the lowest possible expense to the producer and consequently his line of activity is in the interest of true economy, for without the service of a merchandise broker who has established confidential relations with both the buyer and the seller as the third person, expensive special representatives would have to be pressed into service in order to properly present the producers' proposition to the buyers of the various lines included in the grocery trade.

It is especially emphasized that the merchandise broker who operates in accordance with the established rules of the association of merchandise brokers on a strict commission basis at a very small margin, must not be confused in any way with the so-called "middle men," who may be found in various lines of trade, and who are popularly supposed to take advantage of every possible opportunity to benefit by extreme conditions in the distribution of the necessities of life, regardless of the margin of profit or the degree of real service rendered.

It was pointed out that frequent intercommunication between brokers in the Rotary clubs in the various cities should be encouraged with the idea of improving the source of information as to the right prices and supplies and improving the opportunity of each by giving better service in his own mar-

ket. Division of brokerage on any sales made as a result of any information that may be given without any further specific interest in the transaction on the part of the member giving the information, was considered to be

unethical and un-Rotarian. No regular officers were elected, but the following may be considered for the purpose of organization:

Chairman, M. J. Martin, Houston, Secretary Jno. O. Knutson, Sioux City.

## Hotels Section

The following resolutions were adopted:

Resolved, that we, the Rotary hotel keepers, in session in Houston, take action toward the publication of a complete list of Rotary hotels in this and other countries, and that this directory be printed in such quantity as to allow unstinted distribution of same, and that suitable racks be made for the distribution of the above directories from each hotel.

Chairman Harper was made a committee of one to get bids on printing, and suitable folder racks and submit same to each hotel in the United States, and other countries.

Another resolution offered by Mr. J. A. Hadley of Columbus, Ohio, was adopted, and is as follows:

Whereas, owing to the fact that some Rotary hotels and restaurants have had com-

plaints on food and service at Rotary luncheons, and

Whereas, the high cost of food items and labor prohibit the giving of more for the reasonable charge made, and

Whereas, nearly all Rotary hotels and restaurants will show a loss on luncheons at prices charged, therefore be it

"Resolved that we try to familiarize the members of the various Rotary clubs of existing conditions in the high cost of food products that they may be less critical of an unavoidable condition, and that we explain to them that it is impossible to furnish an elaborate meal at the usual prices of 50 to 75 cents that are customarily charged at Rotary luncheons.

The report of this section does not show any officers elected for this year.

## Jewelers Section

Topics Discussed:

1. Uniform legislation governing the decimal system of weighing gems.

2. The taxation of firms doing an interstate retail business, so that these firms will pay a just proportion to the support of the cities, counties and state from which they derive revenue.

3. National legislation against the passing of bad cheques.

4. A National law to suppress fake advertising and fake auctions.

5. Uniform price maintenance on trade marked articles.

6. The elimination of free engraving.

7. The disposition of goods left for repairs, and not called for within one year.

8. The jeweller's profit—What shall it be?

9. Is it wise to value jewels and jewelry for the public?

10. Early closing.

11. Shall the Rotary jeweller in each city adopt the slogan: "The Hallmark Store"?

12. What are the best methods to employ for permanently increasing your business with your Rotary club?

13. The value of jewellers' guilds (city organizations) and state and national bodies of jewellers combined for mutual benefit.

(a) It was unanimously agreed that all jewellers in Rotary be requested to maintain uniform prices on trade-marked articles, and that each Rotarian jeweller be constituted a committee of one, and requested to write to the legislators representing his district in Washington, to use every influence to have legislation enacted establishing a uniform price on trade marked articles.

(b) It was unanimously agreed to recommend that all silverware and plated ware be marked "Net," and that an additional charge be made for engraving, and that the jewellers in Rotary use their influence with city and state trade organizations to adopt resolutions requesting members to mark goods "Net," without allowing anything in the selling price to cover engraving.

(c) All jewellers in Rotary are requested to impress on their local and state organizations the advisability of having state legislation covering the liability of the jeweller in connection with goods left for repairs and uncalled for after a reasonable period.

(d) It is recommended that all jewellers apply standard prices as established by representative silver manufacturers to all articles of silverware, both flat and hollow.

(e) It is recommended that it is unwise to place valuations on new articles of jewelry, and that wherever appraisements are made for estates, or valuations placed on old articles of jewelry, that a charge shall be made.

(f) It is unanimously recommended that

all jewelers in Rotary close their establishments a half day per week during at least two summer months, in order that their employes might be provided with additional recreation and diversion.

Officers for this year are Chairman, George W. Lansdowne, Doscher Jewelry Co. (819 Main St.) Houston, Secretary W. F. Broer, Merrill and Broer (Superior and Adams St.) Toledo, Ohio.

## Laundrymen Section

The following topics were discussed:

Marking Goods.

Working men's compensation act.

Payment of drivers per bundle instead of by amount.

Departmental Percentage cost.

Assignment of wages.

Fire and indemnity insurance.

The pure fabric law.

Advertising and publicity.

Code of Ethics.

The classification of laundry in 2nd class shipment, instead as a luxury and in the 1st class.

Recommendations adopted were:

We favor uniform state legislation against the assignment of wages.

We endorse the pure fabric law now pending in congress.

We look with disfavor upon the compensation act as now enforced, for the reason it has been taken advantage of by the insurance companies and the ambulance lawyers.

We look with disfavor upon the premium system and deplore the expense of novelty advertising.

As a code of ethics, we recommend that we employ no methods in business except such as will stand the test of investigation by good men.

Success is not measured alone by what a man accomplishes, but by the opposition he has encountered and the courage with which he has maintained the struggle against overwhelming odds.

Officers for this year, Chairman, Orville J. Fee, Lincoln; Secretary, W. R. Kilgore, Los Angeles.

## Lawyers Section

Chairman Westfall writes: "I was much gratified at the progress the lawyers made toward a closer affiliation and acquaintance among a crowd of splendid fellows."

Resolutions adopted:

Whereas, Rotarians Mulholland and Hartman have issued to Rotary lawyers, all over the world, a compact and valuable book embracing the names of all the Rotary lawyers, which has been and will be invaluable to the profession:

Be it Resolved by the Lawyers' Section of the International Association of Rotary Clubs, that we heartily thank Rotarians Mulholland and Hartman for their courtesy and consideration.

Be it Resolved by the Lawyers' Section of the International Association of Rotary clubs, that this section endorses the publication by THE ROTARIAN of names and addresses of Rotarian lawyers and requests all lawyers to

place their cards in THE ROTARIAN for the information of the profession and to assist in the expenses of the publication of the Rotary magazine.

Whereas, Rotarians Mulholland and Hartman have issued, in book form, a list of Rotarian lawyers, all over the world, which will be of great value to the profession and should be perpetuated, and

Whereas, such a book should be issued annually, hereafter:

Be it Resolved, that a list of all Rotary lawyers, all over the world, in compact book form, be published as soon after January 1st of each year as may be practicable, and that the expenses of such publication be borne by the Lawyers' Section and that copies of the book be placed in the hands of Rotarian lawyers.

On motion of Rotarian Botsford it was

decided that the Lawyers' Section of the International Association of Rotary Clubs should meet on the first day of all future conventions to get together, and that, if practicable, they should meet at lunch or dinner on the first day.

During the afternoon Rotarian Jones took the Section auto riding through the handsome residence portion of Houston, and then to the Country Club.

Chairman for this year, Ralph E. Westfall of Columbus, no secretary.

## Portrait Photographers Section

The following topic was discussed:

How can Rotary best serve the individual members of photography that are in Rotary?—which brought forth the following proposition:

That the photographers of Rotary who live within a reasonable distance meet once or twice a year for their common good. There

are sections in this country (U. S.) where as many as twenty-five (Rotary) photographers could get together without any one of them traveling more than a hundred miles. We are positive that much good could come out of these meetings.

No officers reported for this year but an active chairman will soon be selected.

## Railroad Executives Section

Topics discussed:

Electricity as a Public Safeguard.

The new Kansas City Terminal.

The Relation of the Interurban Line to the Suburban District.

Rate Making.

The Railroad Situation in Mexico.

Recommendations made that papers read be offered to the public press for publication.

Officers for this year, Chairman F. R. Coates, Toledo; Secretary, K. W. Shedd, Houston.

## Restaurant, Dairy Lunch, Automatic and Cafeteria Section

Topics discussed:

Rotary had its foundation in a luncheon club. Its wise founders realized that a good luncheon is the first thing necessary to produce that happy frame of mind so essential to business enthusiasm and good fellowship.

Recommendations made:

We wish to particularize on one point. We feel that this International Association of Rotary Clubs should recommend to the Department of Agriculture of the United States Government, and similar departments in other countries represented in our Association, that national laws be passed making it a misdemeanor punishable by fine and imprisonment for those who use, or permit to be used, for any other purposes whatsoever, returnable milk bottles or containers of any fluid used for cooking or drinking.

Admitting our responsibility for Rotary, we, the providers of food, claim to be the most important trade section in the I. A. of R. C.

We believe that the growth of Rotarian ideals and the doctrines of service absorbed by the members of this trade in Rotary, can be carried to the restaurant business at large, and high ethical standards established. To inoculate our trade with the virus of honesty, fair dealing—in a word, service, is the goal which we have set before us. We commend the national pure food Laws, all laws regulating inspection of butcher shops, dairies, bakeries, kitchens, and all other places where food is canned or bottled. We stand back of all laws demanding proper sanitation, prevention of substitution, cleanliness in the handling of food stuffs, and all general laws which safeguard the health of the public.

As our trade section was so full of life and ideas, and all of the members desired to talk at once, we, therefore, request that at future meetings, the International Secretary be authorized to loan the Restaurant, Dairy, Lunch, Automat, and Cafeteria Trade Section one of the many gavels belonging to the International Association.

## The Education of Architects

By Charles W. Dawson, A. I. A.

*Chairman, Architectural Section, International Association of Rotary Clubs, Member Rotary Club of Muskogee, Oklahoma.*

OUR brother Rotarian (W. S. Aldrich, Architect, St. Joe, Mo.) having promised us a paper on the Education of the Public to the Work and Service Rendered by Architects, I feel impelled to say something regarding the necessity of the further education of men in our profession. We, who are practicing architects, do not fail to realize the need of professional training for those who are to take our places in later years, and I shall not discuss the education of the draughtsman. I shall take it for granted that each of us is earnestly trying to encourage and assist the youthful tyro of our profession, and to help him to gain a sound basis of artistic and technical knowledge before he attempts to practice for himself.

The idea which I am anxious to develop and impress is that each of us is in constant need of further study. I know that you will readily agree with me that it is necessary to study in order to overcome our inevitable tendency to retrograde. Also, that study is necessary if we are to keep abreast of the steady advance in the building trades and the rapid development of modern life. I wonder, however, if we as fully realize the need of study in order that we shall forge ahead as far as our abilities will allow, and hold high the torch of art to light the path of civilization.

Back in the early ages of the historic world flourished the instinctive arts of Asia and Egypt. In Greece, all of the arts developed from within, growing and gaining in force and vigor with the ascendance of Grecian civilization, and forming at last the highest crest of one great wave of art. Rome followed at the beginning of the downward curve which reached its lowest ebb in the Dark Ages. From the froth and debris of the commingling currents and eddies then formed, the arts rose again to a crest in the Gothic, and again descended to the depths, and in the early part of the last century instinctive art lost itself in this country in an era of banality and depravity from which we are just beginning to emerge.

There can be no doubt that many men today are actively striving for a better expression of their advancing ideals. Every well-directed effort carries the whole spirit of art somewhat forward, imperceptibly per-

haps, but forward nevertheless. We may not be able to note each step of the advance, but each of us can look back to his own beginnings and see that both we and the public have better taste and higher appreciation than when we were given our first lessons in art. We hear less of "art glass" and "art calendars" and the like, and see more well designed and executed glass and fine pictures for all sorts of purposes. The general public today would not be attracted by the "cromos" of my youth.

The Queen Anne style and Eastlake are long since dead and, let us hope, permanently buried. The horde which, lacking his inspiration and genius, tried to copy Richardson, have either quit their following after vain things or have been left behind. Today finds us trying to copy or revivify some of the old styles, to apply them to new conditions and materials, or to invent new modes for our expression. Our accomplishments today express our civilization for it, also, is heterogeneous, complex, shifting and chaotic, although it seems to be gradually crystallizing into a higher national character. Through all this present chaos run strong currents of earnest effort, a groping for something better and a wish to do our best, and this should give us hope for the future and inspire us to greater endeavors.

"Today," says Cram in his "Gothic Restoration," "we are surrounded by a very cyclone of reform: from the four winds of heaven we are battered and tempest-tossed by hurtling reforms that leave us no peace and,—it must be confessed—afford us scant benefit. We seize them all, we are voracious for reforms, we accept them at their face value, and—again to change the simile—wolf them down like one o'clock. The result is usually unfortunate, for as a matter of fact, all is not reform that revolutionizes. There are two kinds of reform, the first that is protective, preventive: reactions engendered by a dying force to save itself, tangents from a falling curve, striving to arrest the inevitable decent; the second that engenders tangents that leap upward from the ascending curve, each one of which actually lifts the curve more lightly into the air. At

(Concluded on page 125.)

## Progress In Rotary Extension Work

### Some Information That Every Rotarian Should Have

The organization of new clubs in each division is under the direct supervision of the International Vice-President for the division.

Club presidents are requested to advise the members of their respective clubs, that the International Association, while appreciating the zeal of individual members, requests each Rotarian to refrain from attempting to organize any new club or to participate in the organization of a club in any city where work has been started without conferring with the president of the club to which the member belongs, or with the Vice-President of the division or with the International Secretary.

Club presidents are requested to confer with their respective division vice-presidents before undertaking any extension work or authorizing any member of their clubs to do so.

The several divisions of the International Association with this year's vice-presidents are indicated in the following paragraphs in the order in which the divisions are described in the constitution and by-laws of the Association.

**EASTERN DIVISION U. S. A.** E. J. Berlet, Vice-President, (16th and Walnut Streets, Philadelphia, Penna.) Includes states of Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, West Virginia and the District of Columbia.

**SOUTHERN DIVISION U. S. A.** John E. Shelby, Vice-President, (1816-1818 Second Ave., Birmingham, Ala.) Includes states of Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Mississippi, Louisiana, Tennessee and Kentucky.

**CENTRAL DIVISION U. S. A.** W. D. Biggers, Vice-President, (1120 Penobscot Bldg., Detroit, Mich.) Includes states of Ohio, Indiana, Illinois, Michigan, Wisconsin, Minnesota, Iowa, Missouri, North Dakota and South Dakota.

**WESTERN DIVISION U. S. A.** Robert H. Cornell, Vice-President, (Chronicle Building, Houston, Texas.) Includes states of Nebraska, Wyoming, Colorado, Kansas, Oklahoma, Arkansas, Texas and New Mexico.

**PACIFIC DIVISION U. S. A.** F. C. Riggs, Vice-President, (23rd and Washington Sts., Portland, Oregon.) Includes states of Montana, Idaho, Washington, Oregon, California, Utah, Nevada and Arizona.

**EASTERN DIVISION OF CANADA.** W. A. Peace, Vice-President, (22 Victoria Street, Toronto, Ont.) Includes provinces of Prince Edward Island, Nova Scotia, New Brunswick, Quebec and Ontario.

**WESTERN DIVISION OF CANADA.** Frank Higgins, Vice-President, (1118 Langley Street, Victoria, B. C.) Includes provinces in that portion of Canada not included in the Eastern Canadian division.

**DIVISION OF GREAT BRITAIN AND IRELAND.** D. F. Cooke, Vice-President, (17 Coleman St., E. C. London, England.) Includes all the British Isles.

#### **BAY CITY (Mich.).**

President Sovereign writes us that he has been very active building up the Rotary Club of Bay City. Now has twenty-five charter members and desires to affiliate with the International Association, asked for necessary application blanks, etc. Application for affiliation blanks has been sent to the president.

President, O. E. Sovereign, Ridotto Bldg.  
Secretary, C. H. Frantz, Center Avenue.

#### **BUTTE (Mont.).**

The Rotary Club of Butte completed its permanent organization and everything is

going along nicely. "Have started with a charter membership of twenty-five and they represent all the most prominent business men of this town." Are desirous of affiliating with the International Association.

President, Dr. T. C. Witherspoon, Quartz and Alaska Sts.

Secretary, W. L. Costello, Hennessy Bldg.

#### **JACKSON (Miss.).**

The Rotary Club of Jackson was organized on August 8, 1914. Vice-President Shelby helped them to get organized. Vice-President Shelby reported that they have twenty-one

charter members. They are desirous of affiliating with the International Association.

President, Raymond H. Smith, c-o Jackson Light and Power Co.

Secretary, J. C. McGee, c-o Hunter & McGee Drug Co.

#### TOPEKA (Kas.).

On July 17, 1914, the Rotary Club of Topeka completed its permanent organization with twenty-six applications for charter membership. Secretary Brunt stated that it was the desire of the club to affiliate with the International Association and has asked for necessary forms, etc. Application for affiliation blanks have been sent to them.

President, Geo. G. Moore, c-o Germania Life Ins. Co.

Secretary, J. M. Brunt, 5th and Kansas Av.

#### TRENTON (N. J.).

The Rotary Club of Trenton completed its permanent organization on June 27, 1914. Secretary Stout wrote us that they were making preparations to incorporate under the New Jersey State Laws and after receiving papers of incorporation would make application for affiliation, also stated that they were moving slowly owing to the warm weather and vacation time. Application for affiliation blanks has been sent to the secretary.

Secretary, Chas. F. Stout, 38 E. State St.

#### ROME (Ga.).

The Rotary Club of Rome was organized on 16th August by Vice-President Shelby, who writes us, "I have never organized a better bunch of live ones than those here and believe they will meet our requirements and expectations." Vice-President Shelby also stated that the Rotary Club of Rome desired to affiliate with the Association right now. Application for affiliation blanks have been sent to the president.

The officers are:

President—Dr. Geo. B. Smith, Broad and 4th Sts.

Secretary—C. J. Wyatt.

#### FORT WAYNE (Ind.).

Indianapolis Rotarians and others have been doing considerable preliminary work

looking towards the accomplishment of a Rotary club in Fort Wayne. We have been advised by the chairman of the Organizing committee that the work of establishing a club in that city will be taken up about 1st September.

#### PENSACOLA (Fla.).

We have been having considerable correspondence with Mr. Wm. Fisher, care The Fisher Real Estate Agency, regarding the establishment of a club in Pensacola, and we have been assured by Mr. Fisher and Vice-President Shelby that we will have no difficulty in quick action in getting a Rotary club organized in that city.

#### WATERTOWN (N. Y.).

The organization of a Rotary club in this city is well under way but it has been decided to postpone the actual organization of the club until after the 1st of September. The matter is in the hands of Messrs. F. P. Hall and Francis H. Lamon.

#### EASTERN DIVISION OF CANADA.

Vice-President Peace writes us that he has taken further steps looking to the organization of Rotary clubs in London, Ontario, Ottawa, and Quebec. Vice-Presidents Biggers and Peace are also working on Windsor with a view of getting a club started in that city.

#### WESTERN DIVISION OF CANADA.

Vice-President Higgins informs us that he has invited the co-operation of International Director Archibald of Winnipeg and President Ryan of Calgary to follow up the work which has already been accomplished in Edmonton to organize a Rotary club and also in arranging for the formation of clubs in other cities.

#### CLUBS RECENTLY AFFILIATED.

Since the Houston convention the following clubs have been elected to affiliation in the Association:

Rotary Club of Corpus Christi (Tex.).

Rotary Club of Raleigh (N. C.).

Rotary Club of St. John (N. B.).

*With the end of the vacation period extension will be resumed with vigor. Where do you suggest a club?*

## CLASSIFIED DIRECTORY OF PROFESSIONAL MEN IN ROTARY

### CERTIFIED AND PUBLIC ACCOUNTANTS

- Baltimore, Md., Chas. L. Hehl.  
Calvert Bldg. Phone St. Paul 4099.
- Chicago, Ill., Edward E. Gore.  
824 Monadnock Bldg. Phone Harrison 1232.
- Jacksonville, Fla., Thos. C. Hutchinson.  
511-513 Dyal-Upchurch Bldg. Phone 312.
- Minneapolis, Minn., Ralph D. Webb.  
830 Lumber Exchange. Phone N. W. Main 47.
- Muskogee, Okla., John A. Arnold.  
528-529 Flynn-Ames Bldg. Phone 1225.
- New Orleans, La., Chas. E. Wermuth.  
718-720 Hennen Bldg. Phone Main 4232.
- Pittsburgh, Pa., Frank Wilbur Main & Co.  
723-6 Farmers Bank Bldg. Phone 2368 Grant.
- San Francisco, Calif., L. H. Greenhood, C. P. A.  
407-9-11 Clunie Bldg.
- Seattle, Wash., E. G. Shorrock & Co.  
222-223-224 Central Building.
- Washington, D. C., Otto Luebker.  
808 Colorado Bldg. Phone Main 2705.

### ARCHITECTS

- Camden, N. J., Moffett & Stewart, Inc.  
Jesup Building. Phone, Bell 1535.
- Muskogee, Okla., C. W. Dawson, A. I. A.  
412 Iowa Bldg. Phone 1973.

### ATTORNEYS-AT-LAW

- Albany, N. Y., Chas. S. Stedman.  
445 Broadway, N. Y. Phone Main 1108.
- Atlanta, Ga., Lee M. Jordan.  
417-420 Trust Co. of Georgia Bldg. Phone Bell 312M.
- Baltimore, Md., Thos. Foley Hisky.  
215 N. Charles St. Phone St. Paul 1658.
- Buffalo, N. Y., Botsford & Lytle.  
834 Prudential Building.
- Chicago, Ill., Harris, Dodds and Kagy.  
1317 Unity Bldg. Phone Central 1437 and 2018.
- Cincinnati, Ohio, Gideon C. Wilson.  
54-55 Wiggins Block. Phone Main 413.
- Clarksburg, West Va., Robt. R. Wilson.  
Empire Nat'l Bk. Bldg. (Hon. Mem. Cincinnati R. C.)
- Cleveland, Ohio, Weed, Miller & Rothenberg.  
708 Engineers Bldg. Phones Main 4107 Cen. 489-W.
- Columbus, Ohio, Bennett & Westfall.  
8 East Long Street. Main 5411.
- Dayton, Ohio, Lee Warren James.  
509-516 U. B. Bldg. Phones Bell M. 601, U. S. 2601.
- Detroit, Mich., Irvin Long.  
915 Hammond Bldg. Phone Cadillac 481.
- Duluth, Minn., Frank E. Randall.  
608-10 Providence Bldg. Phones: Grand 746, Meir. 726.
- Houston, Tex., Gill, Jones & Tyler.  
First National Bank Bldg.
- Indianapolis, Ind., Pickens, Cox & Conder.  
Chamber of Commerce.
- Jacksonville, Fla., D. H. Doig.  
Dyal-Upchurch Bldg. Phone Bell 804.
- Los Angeles, Cal., Riddle & Cheroske.  
Offices Suite 904 Higgins Bldg.

- Madison, Wis., Welton & Marks.  
412 Pioneer Bldg. Phone 645.
- Montgomery, Ala., Holloway & Mackenzie.  
812-16 First National Bank Bldg.
- Nashville, Tenn., Manier, Bryan & Crouch.  
23-28 Noel Block.
- New Orleans, La., H. W. Robinson.  
226-229 Hennen Building. Phone Main 4005.
- Omaha, Neb., Harley G. Moorhead.  
632-636 Brandels Theatre Building.
- Paterson, N. J., Albin Smith.  
152 Market St. Phone 486.
- Peoria, Ill., McRoberts, Morgan & Zimmerman.  
319 Main Street. Phone Main 585.
- Philadelphia, Pa., Glenn C. Mead.  
818 Real Estate Trust Building.
- Portland, Ore., Estes Snedecor.  
726 Corbett Bldg. Phone Marshall 1256.
- Richmond, Va., Bloomberg & Hutzler.  
Virginia Ry. & Power Bldg. Phone Monroe 2805.
- San Antonio, Hertzberg, Barrett & Kercheville.  
Practice in all Courts. Notary in office.
- San Diego, Calif., Gordon L. Gray.  
416-418 Union Bldg. Phones, Home 4160, Main 416.
- San Francisco, Cal., Harry G. McKannay.  
550 Montgomery St. Phone Douglas 3470.
- Seattle, Wash., E. L. Skeel.  
1008 Alaska Building. Phone Main 6511.
- Sioux City, Iowa, B. I. Salinger, Jr.  
214-17 Davidson Bldg. Phones, Bell 172, Auto. 2496.
- Spokane, Wash., Lawrence Jack.  
610 Hyde Block. Phone Main 3608.
- Toledo, O., Frank L. Mulholland.  
1311-17 The Nicholas Bldg.
- Vancouver, B. C., Burns & Walkem.  
(Winch Bldg.) 730 Hastings St. Ph. Seymour 4774-5.
- Winnipeg, Man., A. W. Morley, LL. B.  
601 McArthur Bldg. P. O. Box 1452. Phone Main 228.

### ATTORNEYS-AT-LAW

(Patents)

- Kansas City, Mo., Arthur C. Brown.  
1216 Commerce Bldg.
- Philadelphia, Pa., Howson & Howson.  
West End Bldg., 32 So. Broad St.
- San Francisco, Calif., Carlos P. Griffin.  
704 Pacific Bldg. Patents. Corporations.
- Toronto, Ont., H. J. S. Dennison.  
Star Bldg., 18 King St. W.

### ATTORNEYS-AT-LAW

(Accounts and Adjustments)

- Buffalo, N. Y., Allan N. MacNabb.  
644-46 Marine National Bank Bldg.
- Philadelphia, Pa., Archibald Todd Johnson.  
818 Real Estate Trust Bldg. Phone Filbert 46-35.

### DENTISTS

- Cleveland, Ohio, Dr. William O. Haldy.  
811 Schofield Bldg. Phone Main 1859.
- Los Angeles, Calif., Dr. Conrad Deichmiller.  
Dental Specialist. 610-614 Union Oil Bldg.

### OSTEOPATHS

- Boston, Mass., Dr. Alexander F. McWilliams.  
Hunting Chambers, 30 Huntington Ave.

Chicago, Ill., Dr. Ernest R. Proctor.  
27 Monroe St., (Goddard Bldg.) Phone Central 5240.

Houston, Tex., Dr. J. A. Malone.  
620-621 Union Nat'l Bk. Bldg. Phone Preston 672.

Los Angeles, Calif., Dr. Edw. Strong Merrill.  
304 O. T. Johnson Bldg. Phones A2193 Main 1049.

New Orleans, La. Dr. Henry Tete.  
1117 Maison-Blanche Bldg. Phone Main 4722.

Omaha, Nebr., Dr. C. B. Atzen.  
412 Omaha Nat'l Bk. Bldg. Phone Douglas 3537.

St. Louis, Mo., Dr. Homer Edward Bailey.  
229-32 Frisco Bldg., 9th & Olive Sts. B. P., Olive 830.

#### PHYSICIANS AND SURGEONS

Buffalo, N. Y., Charles Henry Andrews.  
588 W. Delavan Av. Phones No. 882, Front 3882.

Cleveland, Ohio, Dr. A. Clynton Scott.  
6523 Euclid Ave. Phone East 2698J.

#### PHYSICIANS (Specialists)

Chicago, Ill., Dr. Milton H. Mack.  
7 W. Madison St. Phone Cent. 3285. Stomach & Intest.

#### SURGEON

Los Angeles, Calif., W. F. Traugher.  
707-8 Hollingsworth Bldg., Main 1687, F. 7114.

#### UNDERTAKERS

Chicago, Ill., Arntzen, Inc.  
810 North Clark St. Auto Ambulances and Hearses.

Philadelphia, Pa., Samuel S. Armstrong & Son.  
Funeral Directors. 1600 Columbia Av. Poplar 6030.

## "The Rotarians"

We have the dope on the Rotarians. Their object is to make the world a better place to live in, by encouraging the proper relations of man to man. A speaker at the Houston convention—his name being Lord—summed his conclusions as follows:

"Based upon a quarter of a century's active participation in reform movements, it is my firm conviction that Rotary is bound to become the most powerful, the most effective, the most rational, the most successful economic movement the world has ever known."

Such being the facts we assume that the cordial principles of the Rotarians are based upon toleration; each giving due consideration to the frailties of his fellow worker in his efforts to promote the common good. No "rule or ruin" policy could ever become a part of "the most successful economic movement the world has ever known." It is

pleasant to consider the possibilities of such a movement, for all of us are weary of bickerings and petty strivings among narrow minded missionaries of welfare. Give us for a time the broad-gauged principles of the Rotarians who are willing to reform the world in the way the world is willing to be reformed. This is a good old world and it is willing to be reformed by methods of courtesy and kindness, but not by arrogant cruelty and force. Long live the Rotarians.—*Temple Telegram*.

How delightful is the doctrine of the Rotarians! If all of us were more yielding, more tolerant of the rights and opinions of others what a grand monument we would build to the intelligence of man, and how beautifully we would exemplify the profession of our faith in the teachings of the Great Master.—*Newsome Argus*.

(How pleasant to be appreciated.)

## "COME, LET US BREAK BREAD TOGETHER."

What simple words are these, but how fraught with mighty and benevolent symbolism.

Man's grandest impulse is his religious attribute, for in this does he seek to harmonize his being with his Creator. And yet earth quivers beneath deluges of innocent blood, poured forth in the name of religion.

The love of country is a mighty human force, but too often degenerates into lust of empire and claims its hecatombs of slain.

The love of woman, the guiding star of every good man's destiny, has created the home, but it has hurled the towers of Troy into blazing ruin, brought Greek Alexander and Roman Antony humbled to the dust, and has strewn the globe with the wreckage of empires.

Ambition, which is but the distillate of a high moral courage, has put the dagger to the throats of a thousand Caesars.

But hospitality has through the ages been to

the human conscience of virtues the purest and its abuse has been of crimes the foulest.

Its practice is co-extensive with man. It is not purely a refinement of civilization. It is very often an attribute of barbarism. It is the primitive expression of good will and fellowship.

The power to laugh distinguishes the human from the brute creation, but mirth is the offspring of hospitality.

The desert Arab is powerless to harm him who has partaken of his bread, and the Sikh and Gurkah are faithful to an alien raj, of whose salt they have eaten.

Hospitality is more than a ceremony; it is a covenant.

Being intrinsically human, hospitality is intrinsically Rotarian.

"Come, let us break bread together!"

LYNN B. MILAN.

## Possibilities of International Trade

Rotarian Tickle of Liverpool is Ready to Serve

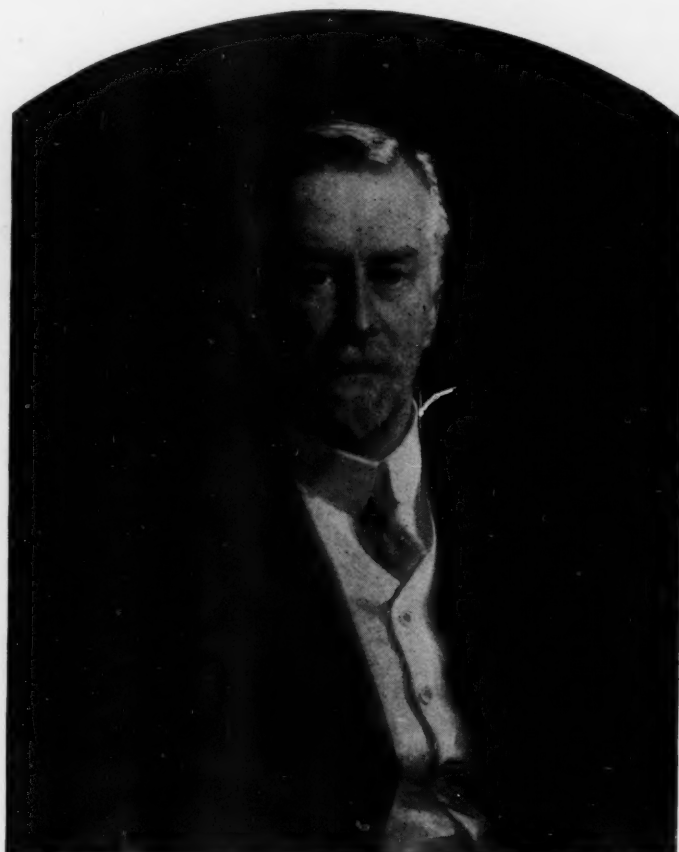
In accepting his appointment from President Mulholland to the committee on Inter-City Trade Relations, Rotarian Gilbert Y. Tickle, J. P., of Liverpool, writes: "The International aspect of the question appeals strongly to me. With the many-sided interests of your American clubs I feel that quite a business might, and ought, to be built up between Rotarians on both sides of the Atlantic. Even more than that, we might help both American and British members of our clubs to business outside Rotarian circles.

"As you are aware, I have had considerable experience of America and American business methods. I have made thirteen visits, of nearly three months each, to your great country, and every transaction of my firm's business has one end in America. My son, Ernest W. Tickle, who is chairman of the fraternal committee of the Liverpool Rotary Club, is at present making his second journey in the United States and Canada. I am on exceedingly good terms with the United States Consulate in this city and am frequently consulted by the Consul on matters relating to my own trade.

"Now in accepting our President's flattering commission I want your clubs to understand that I desire to be of real service to them, to be, in fact, their consul in this country, and any information I can give, or anything I can do to further their interests is offered willingly, and in a full Rotarian spirit.

"I am advising our British clubs of my appointment and asking for any suggestions by which the committee can be of service."

The outbreak of the European war may set back to some extent the trade relations of America and



*Reproduction of portrait of Rotarian Gilbert Y. Tickle, J. P.  
Painted by Rotarian J. W. Forster of Toronto.*

Canada with Great Britain but it is to be hoped that many American and Canadian Rotarians will take advantage of Rotarian Tickle's kind offer of service and communicate with him. His address is in care of Tickle, Bell & Co., 515-517 Royal Liver Building, Liverpool, England.

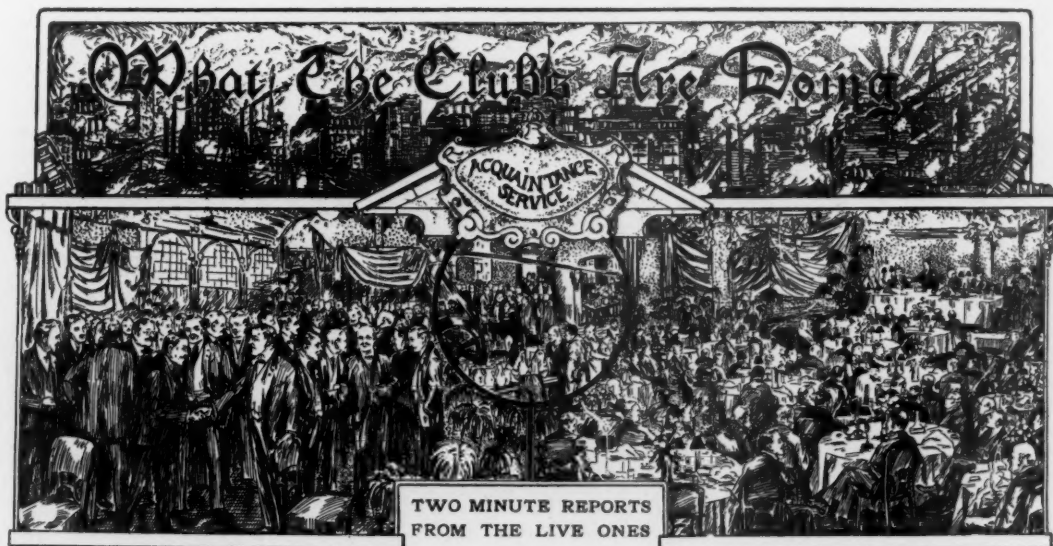
### Editorial Notes

Eight of the International Rotary Committees for 1914-15 have been announced by President Mulholland. The names of the appointees will be found on page 6 of this issue.

The make-up of this issue was made somewhat troublesome by an over-plus of matter. Some splendid articles are on the stone ready for the October number.

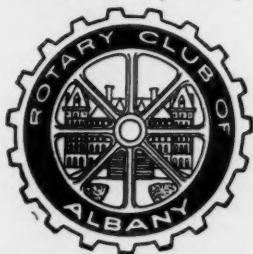
Over on page 126 will be found several personal items. And, by the way, hereafter there will be found a lot of good reading matter among the advertisements. In this issue several of our best articles had to be continued in the advertising section.

Authors finding articles broken in this manner must make due allowances.



## CLUBS IN THE UNITED STATES

## ALBANY (N. Y.).



Your new scribe has to report that the Albany Rotary Club took its first annual inventory and struck its first trial balance on July 1 with no liabilities, with assets consisting chiefly of 154 enthusiastic Rotarians, representing 145 different professions and lines of business, and with a record for the year of an average attendance at the regular weekly luncheons of eighty per cent of the membership.

President Charles M. Winchester, who is generally known as the liveliest kind of a live wire, has kept a current "rotating" in this quiet old Dutch town throughout the summer. There has been no lack of enthusiasm and almost no falling off in attendance at the weekly luncheons. We have enlivened the summer days by a picnic provided by Rotarian Hewes of the Albany Southern R. R., by a shirt waist party, by a theatre party, and by something new doing all the time. Our chorister, Vice-President Elwell, is developing men, who could hardly grind a hand organ successfully before he got hold of them, into veritable Carusos.

Our delegates to the International Convention brought back a glowing account of the genuine good fellowship in which they were privileged to participate and of the courtesy and hospitality of our brothers in the sunny south. The Albany club remembers with keen pleasure the contributions of President Greiner and Mr. Mulholland to the success of its first annual dinner and is confident that no better man could have been found to keep the

wheel rolling than that automatic radiator of sense and sunshine, Frank L. Mulholland.

HARLAN H. HORNER, *Assoc. Ed.*

## ATLANTA (Ga.).



Twenty Rotary automobiles rotating at a little more than a lawful rate of speed, rolled out of Atlanta one day recently loaded down with enthusiastic Rotarians for a fish fry and outing at the big Bull Sluice dam on the Chattahoochee River, fifteen miles above Atlanta.

The affair represented the inauguration of a policy by the entertainment committee to have at least one big Rotary outing every year. It was the first social stag affair which the Atlanta Rotary has given and was a big success. The chairman of the committee requisitioned every auto owned by a Rotarian and assigned members who had no cars of their own to the various other cars.

Rotarian Preston S. Arkwright, who is president of the local street railway and power company, to whom Bull Sluice belongs, was largely responsible for the success of the outing. More than one hundred pounds of fish were caught out of the dam, and there was a big dinner which combined fish fry and barbecue features. Boating and swimming were enjoyed and among the Rotarians who carried their fishing tackle along a pool was formed and divided by the man who caught the first fish and the one who caught the largest, and the one who caught the most. Secretary L. D. Hicks won all three prizes by landing a perch that weighed three ounces.

W. B. SEABROOK, *Assoc. Ed.*

## BINGHAMTON (N. Y.).



Our delegates to Houston, Rotarians Bump and Seward, made reports on the trip and convention at the July monthly dinner and meeting. Their reports were then printed in the next issue of *The Binghamton Rotarian*.

The weekly luncheon is being maintained through the summer with an attendance of about forty per cent.

Officers for the year beginning July 1, 1914, were elected as follows: President, H. E. Woodward; Vice-President, James G. Brownlow; Secretary, Clarence L. French; Treasurer, Walter H. Morse; Sergeant-at-arms, Sol Lichtenstein; Associate editor, William F. Seward.

WM. F. SEWARD, *Assoc. Ed.*

## BIRMINGHAM (Ala.).

Since the Houston convention Birmingham Rotarians have been more active than ever which is saying a good deal. Delegates returned from the Bayou City and told the club what the convention meant to a city, and insisted that the important thing to do was to make preparations to land it at the opportune time. Result, the formation of a Convention Committee with instructions to stay on the job and see that the "war chest" is filled with gold. The committee began by arranging for a "Rotary Day" at the Birmingham baseball park, September 2, when, it is believed, owing to generous concessions made by the baseball association, a substantial sum will be realized.

Several big civic stunts recently have added to the prestige of the club. Attendance at the weekly luncheons is large, and at the last luncheon, given by the management of the beautiful new Tutwiler Hotel, nearly 100 per cent of the membership was represented.

The club is in a sound state financially and otherwise, and the enthusiasm of the individual member never wanes.

JOHN SPARROW, *Assoc. Ed.*

## WESTERN UNION NIGHT LETTER.

Birmingham, Ala., Aug. 12, 1914.

At a meeting today Birmingham Rotary Club withdrew from contest for 1915 convention in favor of San Francisco, but will be in the field for 1916 stronger than ever. Be sure to get this into September issue.

JOHN SPARROW, *Assoc. Ed.*

## CHICAGO (Ill.).



The Rotary Club of Chicago spun at high speed in August. No wonder. With our new President

Angster as engineer and the new committee forming the engine and working in perfect unison, all that was needed was the fire of enthusiasm under the boilers and this has been amply supplied by the members in general.

In addition to the very noticeable interest and enthusiasm displayed at all the meetings of the club, two especially important events took place.

We were honored on Saturday August 1st by a visit from the new International Executive Committee consisting of International President Frank L. Mulholland, International Directors, Wm. Gettinger and Arch C. Klump. After a cordial reception at the International Headquarters we sat down to luncheon and had the pleasure of listening to some important suggestions and valuable advice from President Mulholland, delivered with his usual earnestness and oratorical power. After luncheon we drove in automobiles up the Lake Shore drive and along the beautiful country roads, visiting the Lake Bluff residence of President Angster and then the Area Home of Rotarian A. F. Sheldon's new School for Boys.

On Saturday and Sunday, August 8th and 9th, the club made its annual pilgrimage to Paw Paw Lake, Michigan. My strong and husky pen (not Tom Phillips') quails and quivers at the task of describing the steamship ride across Lake Michigan (with music); the cool trolley ride through the Michigan woods to the lake (with music); the dinner (with music); the moonlight ride on beautiful Paw Paw (more music); the bathing and the visit to the summer cottage of Rotarian Grady (much more music); the ball game in which Harry Ruggles' Rovers triumphed over Dr. Neff's Invincibles (too much music).

Our official photographer Harry Atwell of Burke & Atwell was present at all the events of the trip and made a great number of photographs, which will be arranged in albums for the members. We shall carefully preserve this souvenir in the memory of one of the brightest spots in the lives of the boys who made up the party. But after all is said, the real reason for the joy of the trip to Paw Paw, was not the boat ride, the scenery, nor even the ball game itself, but rather the rollicking, romping, big-hearted unselfishness of the boys.

DR. WILL R. NEFF, *Assoc. Ed.*

## CINCINNATI (Ohio).



Although in its summer season and not holding its regular weekly meetings, the Cincinnati Rotary Club is going through one of the most active periods of its career.

Getting together the material for a special number of *THE ROTARIAN* in November to be devoted to Cincinnati,—and it's going to be some number too—guaranteeing a page of advertising monthly for twelve months for *THE ROTARIAN*, starting a movement to urge the other clubs to do likewise and carrying on its campaign for the 1915 conven-

tion of the International Association is the considerable vacation program which the Cincinnati club is carrying out.

The Cincinnati club, headed by its new President, F. W. Galbraith, Jr., has started out in the Rotary year 1914-15 to set a new pace in the work of service for the International Association. In this work the club is receiving the active co-operation of the Cincinnati Chamber of Commerce which organization has joined with the club in a year's advertising campaign to be made in THE ROTARIAN.

The regular weekly meetings of our club will be resumed the first Thursday in September.

The Cincinnati Rotary Club is grateful for the many assurances of support it received for the 1915 convention. CARL DEHONEY, *Assoc. Ed.*

### CLEVELAND (Ohio).



The annual business meeting and banquet of the Cleveland Rotary Club was held at the University Club on Monday evening, July 13th, and, notwithstanding the warm weather and vacation conditions, was attended by nearly two hundred members.

The installation of the following officers for the ensuing year took place, the meeting proving a very interesting and enthusiastic one:



C. Y. McVEY  
*President*

There has been an average attendance of one hundred and fifty at the weekly luncheons held



O. W. UPSON  
*1st Vice-President*



C. F. LAUGHLIN  
*2nd Vice-President*

every Thursday noon at the Statler Hotel, the speakers at the July luncheons being as follows:

President, C. Y. McVey; 1st Vice-president, O. W. Upson; 2nd Vice-President, C. F. Laughlin; Secretary, C. H. Collings; Treasurer, R. H. Perdue.

Directors: C. H. Collings, J. G. Dawson, C. F. Laughlin, R. W. MacDiarmid, C. Y. McVey, R. H. Perdue, E. A. Petrequin, Clark Sloan, O. W. Upson, J. J. Wood.

July 2. Dr. A. B. Meldrum in a brief talk on the subject of "Charity." Major Charles R. Miller gave an interesting and patriotic talk in honor of the near approach of Independence Day.

July 9. The members of the Cleveland delegation that attended the Houston convention, appeared at the luncheon attired in the uniforms worn at the convention and made a full and comprehensive report of their interesting and pleasant trip and of the happenings at the convention.



C. H. COLLINGS  
*Secretary*



R. H. PERDUE  
*Treasurer*

July 16. Brief talks were made by the following visiting Rotarians: E. C. Braun, Seattle, Wash., J. H. Sanford, Stockton, Cal., A. P. Dillon, New York City.

July 23. The speaker was Jas. G. Card, who gave an interesting and instructive description of the talking machine industry.

July 30. George H. Blum gave a fifteen-minute talk on the subject of Employment Bureaus.

### DAVENPORT (Iowa).



Davenport Rotarians are fond of chicken. On August 4th they chartered the steamer Marquette and, with a number of their fellows from Rock Island, took a trip down the Mississippi river to attend the dedicatory ceremonies of the government biological buildings at Fairport. Rotarian Shaffer served a toothsome snack of chicken on the boat, and the Rotarians scattered about the laboratories to give the Mississippi clam the once over in its commercial development into the pearl button of commerce.

The principal addresses were delivered by Congressmen Vollmer, of Davenport, and Connelly, of Dubuque, who accompanied the Rotarians. A bronze tablet in memory of Mr. Boepple, the founder of the pearl button industry in this locality, was presented by Rotarian Krause.

The return trip in the twilight was enlivened by vocal onslaughts on the himbook and the less exciting pastime of "herrumps." Those attending this, the fourth of the series of summer outings,

were liberal in praise of the entertainment committee, Rotarians Becker, Schmidt, Kindt, Dawson, et al., and said "do it some more."

W. L. PURCELL, *Assoc. Ed.*

### DES MOINES (Iowa).



When our delegates returned from Houston, they at once went to work, to prepare an evening entertainment for the other members of the club and their ladies.

They had collected pennants and banners from many of the clubs at Houston, merely borrowing some of the finer ones and returning them after the entertainment. There was the large one from Camden, N. J., which hung in the lobby of the Rice Hotel, and the Cleveland banner from the roof garden, and also one from Pittsburgh which was so very effective in black and yellow, besides many of the smaller pennants in the yellow and purple Rotary flags. To make the decoration complete they brought great quantities of the Spanish moss—which is quite a novelty here.

Many of the convention songs were revised to suit the occasion and they were very well received, particularly the one of which I am sending you the copy, for which we are indebted to our friend "Ding," cartoonist on the *Register & Leader*. You will note that they were a bit careless of the "tune," but the fact is, our boys learned to sing long before tunes came to be in style.

Short reports were given, on the things of the Convention, that were of general interest, including a summary of President Greiner's address.

One of the boys carried a kodak with him all through the trip and made lantern slides from the films which were shown during the evening. They depicted the little incidents of the trip which were full of "human interest" and caused much merriment.

The verdict was that this meeting proved to be one of the most enjoyable that we have had, which is going some for convention reports.

The boys have returned from the convention just running over with the real Rotary spirit and the whole club is catching it.

G. L. HOSTETLER, *Assoc. Ed.*

### DULUTH (Minn.).



"They're off! Who? Why, the Duluth Rotarians, of course. And you just keep your eye on them in the year that's opening if you want to see things done. The summer vacation is over and

the time for real work is here. And if anybody doubts that the Duluth Rotary Club knows how to do real work, let him look over the record for last year and his doubts will be removed.

Of course our first big stunt will be the Duluth industrial exposition. That is an annual affair and has come to be a recognized civic stunt. The exhibitors—business and industrial firms of the city—almost all of them engaged their space last fall, and so there is that much of the detail that won't have to be done this year. Consequently the energy that ordinarily would have to go into soliciting will be directed elsewhere. Without trying to go into details this early, it is safe to say that this year's exposition will have everything preceding it backed off the boards.

We had our picnic this summer as the other clubs did and of course we had a good time. That was what the picnic was for, in fact.

One of the principal tasks assumed by the Rotary club in Duluth has been that of an alarm clock, and we've succeeded in that. The town is wide awake and not only wide awake to things in general but to Rotary club things. In fact, we have a better standing here than ever and that puts us in better shape to carry out the program we had outlined for the coming winter. It is some program, too—better roads, new paving, branching out of publicity work, study of municipal problems and, along with it all, the development of the mutual spirit of Rotarianism. So you can see that we have our hands full. We are slated to take in some new and live members and when we get them to work things will go still more.

So Duluth Rotary members come out of the summer solstice (whatever that is) in better shape than ever, with more vim than ever and ready to tackle whatever comes up or to bring something up if nothing worthy of their mettle offers itself.

WM. F. HENRY, *Assoc. Ed.*

### EL PASO (Tex.).

A new crowd but up and a-comin'; our ideas are big with the bigness of the West and Rotary in El Paso has swiftly come to "mean something"—to the city at large, to its business and civic hopes and endeavors and to our club's collective and individual membership, filling a new place and aspiring to new ideals for the betterment of all.

Affiliated June 9th, our semi-annual membership report July first showed seventy-one active members and they are coming along all the time. Prizes have been offered by two of our members for those bringing in the largest list of new members within sixty days. Withal the high standard of Rotary is maintained; "leaders" in their line, the best type of the professional and business men of the city, are being enrolled.

Our "public affairs committee" is assisting the city administration in a movement for a scenic highway, circling above the city among the foothills of Mt. Franklin and is also co-operating with the Chamber of Commerce in the raising of an annual budget fund for advertising the resources and opportunities of the El Paso Southwest.

Our club was chartered this week under the laws of the State of Texas. Our weekly luncheons are attracting great interest among the members and through the city in general. The Rotary movement has hit El Paso right. Stop off and see us during your western tour. A welcome awaits you, brothers, all. R. E. SHERMAN, *Assoc. Ed.*



The two Fort Worth baseball teams—the "Fats" and the "Leans," with the Umpire's "insurance policy."

### FORT WORTH (Texas).

The Fort Worth Rotary Club pulled off a baseball game, for the amusement of its members, last week and during the game the two teams surprised their war-like nature long enough to get their picture taken.

The lightest fat man on the team weighed two hundred twenty-five pounds, the tallest slim man, seven feet, four and one-half, and the shortest slim man, five feet, one and one-fourth; batteries for the game were Montgomery, pitcher, Osborne, catcher. The bull dog you notice in the picture was used by the umpire as a means of protection for himself against the ire of the contestants.

I might say that this ball team was composed of a number of the most prominent men of our city, among others, A. B. Case, general manager of Armour and Company, Jno. R. Robinson, managing editor of the *Fort Worth Record*, then there were doctors, lawyers, merchants and owners of large manufacturing establishments.

The game was played at Lake Erie and the newspapers called it the funniest baseball game that was ever played in Fort Worth.

Approximately the teams lined up as follows: One ton vs. 1,300 pounds. One breezy fan made the statement prior to the umpire's yell of "play ball," that certain members of the tall gang had drunk plenty of muddy water in order to be invisible. The umpire was told the depth of Lake Erie, and the Fats and their consorts swarmed around him and gave orders as "to how he was to umpire the game." The first unfair decision he was to join the fish and other suckers in the bottom of the lake.

Too much fat and not enough baseball was the reason the Leans slipped one by the Fats. After the corpulent Rotarians had piled up a four-run lead the lanky men got busy and when the winning score arrived the pile that was guarded by W. E. R. Slim had one run to the good.

ADAMS B. VERA, Sec'y.

### INDIANAPOLIS (Ind.).



In spite of heat and vacation allotments, our Rotary club has not missed one of its regular Tuesday luncheons this summer. With coats off and electric fans whirring no one has been uncomfortable in Rotarian Lawrence's dining room. By the way, when the new addition to the Claypool is thrown open he will have some Inn.

At the annual election, held during the Houston Convention, W. E. Pittsford, President of the Pittsford Purity Pie Co., was chosen president, succeeding Frank P. Manly. An independent ticket lent considerable hilarity to the occasion and furnished many a quip and jest.

Mr. Pittsford was inducted into office at a dinner at the Indianapolis Canoe Club and in his formal address impressed the members with his earnestness and with his sincere belief in the principles of Rotary. Our delegates to the convention at the same time entertained us with their several experiences.

At the luncheon of July 28th the new fraternal committee of which Wm. Umphrey is chairman slipped one over which was an eye-opener. A certain number of the members on entering the dining room received slips of paper bearing either a letter or a number. At the close of the luncheon the President called on Letter "A" to stand up; then on No. "1" to stand up. Then letter "A" was directed to introduce No. "1" by name and business, and No. "1" to introduce letter "A" in the same manner. Then letter "B" and No. "2" were called upon. Those who successfully

passed the test were rewarded with a package of cigars to be divided between them. Those who failed were required to purchase of Raymond D. Brown, the Sergeant-at-Arms, two cigars for a quarter and were then directed to retire to a corner of the room, light up and get acquainted. The corner was fairly well filled when the turn was over. The entire proceeding was such a roaring hit that Mr. Umphrey was, by motion, unanimously thanked.

RUSSELL KING, *Assoc. Ed.*

### KANSAS CITY (Mo.).



#### OF KANSAS CITY

Kansas City did not let down during the days of the International Convention. During convention week a note was sent to every member urging his attendance and despite the fact that we were minus the presence of International President Greiner, President Glenn, "Sky Pilot" Smith, delegates, and a host of boosters, our regular meeting was a splendid one in point of attendance and enthusiasm.

After the Houston Convention the notables among Rotary filed back through the city and at our first luncheon a miniature convention was staged.

At each luncheon meeting President Glenn is turning over the chairmanship to some member. We all expect soon to be expert presiding officers.

Thursday, August 6, Kansas City had a picnic instead of a luncheon meeting. Not a basket picnic but an automobile picnic to one of the nearby country clubs. In the club rooms a chicken dinner was served and it is believed the hospitable club lost much money feeding the hungry Rotarians.

Kansas City unanimously voted "San Francisco" the next convention city for Rotary. The European war will probably play havoc with the Coast City plans and we believe it a fine show of the Rotary Spirit to help San Francisco.

F. L. BRITAIN, *Assoc. Ed.*

### LINCOLN (Neb.).

On account of holding but one meeting a month during the hot weather the Lincoln Rotary Club has been somewhat inactive—but there was one thing which we do not care to overlook and that is, with the thermometer registering 110 degrees in the shade, thirty-five Lincoln Rotarians wended their way to Omaha on Monday night, July 27th. This was in answer to an invitation of the Ak-Sar-Ben committee of the Omaha Rotary Club.

We arrived in Omaha at 6:10 and were met at the train by the Omaha Rotarians with their automobiles. At the Henshaw Hotel we were entertained very royally in the way of a feed and cool refreshments. The three-quarters of an hour which we spent at the hotel were taken up with popular Rotary songs and Rotary yells. Sioux City was there with thirty-two of its members, and Des Moines sent eleven, and you can imagine the time we had with these representatives on hand.

The Omaha Rotarians certainly did themselves proud and from our experience we will say they do not have to take a back seat when it comes to entertaining. After the dinner we were driven about the city in automobiles and thence to the Den.

Here we were met by the Manager of the Devils Hotel who informed us that if we were Rotarians there would be no charge at his hotel. After the entertainment, which was exceptionally good, we listened to remarks from the speakers of the various clubs represented. We then partook of a very enjoyable lunch, which is always on tap at the Den after an initiation.

Our special train for Lincoln left Omaha at 11:30 and all expressed a most enjoyable evening and voted a unanimous thanks to the Omaha Rotary Club for their splendid entertainment.

F. E. WALT, *Assoc. Ed.*

### OAKLAND (Calif.).



Instead of the "boost week," Oakland Rotary now has a "week of service." Told about in the words of L. F. Moore, its originator, it is as follows:

"The member winning the week has the opportunity and privilege of presenting to the club features of his business practice, experience and ideals which can be applied in other lines.

"Every member has made special progress in some part of his human service but he is often too close to his methods to see their adaptability to other lines. Therefore an advisor is appointed by the chairman and the advisor having a different point of view finds the pay streak and digs out the nuggets of thought. The attention is directed toward some service which has its reward in character and ability to render still finer service.

"Careful supervision of the 'week of service' will develop remarkable results. Oakland will be glad to supply details and notes on results."

An interesting and beneficial change from the regular weekly luncheons was the recent visit of the club to Cuyler Lee's Oakland branch of the Packard Motor Car Co. Luncheon was served to one hundred and thirty members and guests in the car storage room, after which all inspected the plant.

This business, under the management of Rotarian Will Harvent, grew in eighteen months from a one-room office to a four-story concrete building, fireproof, and complete and up-to-date in every detail. Such growth, marvelous as it seems, is but another proof of the opportunity for big business in Oakland.

A. T. GOLDING, *Assoc. Ed.*

### OMAHA (Nebr.).



This Omaha bunch did it again! What? Why

a get-together meeting of the clubs of Sioux City, Des Moines, Lincoln, and one member from Kansas City. We met 'em at the trains, had a peach of a Dutch Lunch where you sit down and reach, then sixty automobiles took the guests around that portion of Omaha where the bulls are tethered. Dan Baum was so busy talking efficiency and service that he forgot to fill his gasoline tank. Balled up the procession. Did it well, too.

At nine dings we were all made members of Ak-Sar-Ben. Whoever doesn't know what Ak-Sar-Ben means has never been in Neb-Ras-Ka. It's Greek for BOOST and Sanskrit for GOD'S OWN STATE.

Among the speakers was O. J. Fee of Lincoln, who was introduced as a "capitalist and town loafer." We certainly enjoyed having the neighboring Rotarians as our guests. Then, too, since the Houston Convention, I notice a difference in the boys. They seem to feel that it's a privilege to belong to Rotary. We fairly raised the roof as we sang "I'd rather belong to Rotary than anything else I know."

Just to show how the personal and "boostiness" of the Omaha Rotary Club is increasing: Last year on this occasion we had to use trucks, rented cars, etc. This year, although the number of guests was much greater, we had more than enough automobiles supplied by the members.

J. B. FICKES, *Assoc. Ed.*

### PEORIA (Ill.).



The sturdy growth, the wonderful enthusiasm of Rotary, the increased usefulness and quality of THE ROTARIAN, the recognized need for increasing price to keep up with the splendid achievements—all tell what a wonderful convention the Houston gathering must have been.

Rotarians George R. MacClyment and Richard D. Bradley, returned bubbling over with enthusiasm and so filled the club with good cheer in their happy accounts of the happenings that a one hundred per cent of attendance from the Peoria Rotary Club at the next International Convention seems a probability.

Mr. MacClyment gave an account of the business sessions, and Mr. Bradley of the entertainment features in a way most pleasing to the local club.

Mr. Mulholland's many friends here rejoice in his election as president.

The Peoria club discontinued its noonday lunches for July and August but has had some very interesting and entertaining picnics.

The picnic at Bradley Park, at which the ladies were present was the first time we have had the pleasure of a combined social session and was a decided success.

Rotarian Travis invited the Rotary Club to his annual picnic given to Cadillac owners, and his picnic is the most extensive given in his line as he had over two thousand patrons present.

An evening run to Wassonia for chicken dinner and election of officers was another event.

Over his most earnest protest George R. MacClyment was unanimously re-elected president. Others elected were: E. B. Hazen, vice president; E. C. Schmitz, secretary; Wm. C. White, treasurer, and John Winzeler, sergeant-at-arms.

ROWAN RAY, *Assoc. Ed.*

### PHILADELPHIA (Penn.).



Good cheer and optimism are surely synonymous with Rotary. That is best evidenced in a letter received by one member of the Philadelphia Rotary Club from another. Quoting in part, the communication read as follows:

"You know the world is beginning to believe it is wiser and kinder not to wait until a man is dead to speak of his virtues. I thought of that new creed today after I left you, and I wondered if I might show I believe in it by telling you that to meet you and get your smiling, optimistic view was like the sun breaking through the clouds that X——'s pessimism (not a Rotarian) had gathered. Then this evening I saw the thought actually illustrated by the heavy dark cloud in the west lifting and revealing the golden western smile.

"It seems fair and just to tell you that your manner—cheerful, and yet evincing, your quick grasp of things, without annoyance, is most refreshing to me every time I meet you.

"Will you pardon an apparent freedom I take in living up to my creed?"

Surely no member of the usual sort of social club or business league could write such a letter—the spirit and sentiment breathed into the lines could only develop through a fraternity and fellowship as is found in "The True Spirit of Rotary."

E. J. BERLET, *Assoc. Ed.*

### PHOENIX (Ariz.).

The "Century" club has, as no doubt all of its fellows, been getting a good awakening and an injection of new ideas from its delegates to the Houston convention. President Betts and Secretary Kantz were both on the job and at every meeting since have thought of something they had overlooked before. All things have tended to make the meetings less formal, if possible, and more like a family gathering.

Probably the most interesting and instructive talk, to the majority of the members, during the June meetings, was the telephone talk by Rotarian H. D. McVay of the Mountain States Telephone Co. regarding its history in Arizona and methods in general.

Rotarian Maitland Davies, manager of our new

amusement park, Riverside, made the entire club at home as guests of the park company on June 19. A swim in the big open-air-all-the-year-round pool, followed by a first-class luncheon, made all the boys resolve to come again when they could stay longer and bring the families.

The annual business meeting and election was held on the roof garden of the Arizona Club on the evening of June 12. The president and vice-president were re-elected and Secretary Kantz would have been but for his declination on account of his business. Frank S. Hess was elected to the office and with one month of service has proved very efficient and popular. The new directors are: Dr. C. C. Bradbury, W. L. Pinney, Walter Burch, V. E. Hanny, A. G. Hulett, and H. D. Marshall.

Twelve new members were elected at the July business meeting one of whom, Mr. E. A. Trincano, furnished an appetizing "Mulligan" on the evening of July 31. He was assisted by Nimrods Pinney and Hanny, who brought in the whitewings. Rotarians Luhrs and Fitzhugh and Visitor J. C. Adams made timely talks on the subject of a civic center and the need for decisive action in the matter by our club.

Don't forget that Phoenix is on your way to the Expositions on the coast next year and have your plans made to stop over and see us.

A. C. TAYLOR, *Assoc. Ed.*

#### ROCHESTER (N. Y.).



Our delegates to the International convention have returned, loaded to the guards with enthusiasm. This has been transmitted to our members through the most entertaining, comprehensive and thorough report of our vice-president, Dr. Ready. Those of us who remained at home while missing the many pleasant features of the convention feel we have been individually benefited and new vistas have been opened up through which the meaning of the word Rotary appears in a garb very different from our former understanding of the term.

We have but two slogans: "Do it for Rotary" and "Do it for Rochester" which we find work together in the greatest harmony. We are interested in our future generations and believing that a healthy body is the first essential to a healthy mind we have decided to back our conviction in a substantial manner.

At a recent meeting of the Club it was decided to raise \$1,000 among the club members only, to be divided among two of our institutions which have in view the building of healthy bodies, the Rochester Public Health Association and the Rochester Dental Society.

Rotarian O'Hea, manager of the New York Telephone Company, is chairman of the committee and those familiar with William's ability in the hustling line appreciate how quickly the thousand will be raised.

H. B. PHILLIPS, *Assoc. Ed.*

#### ROCK ISLAND (Ill.).

I want the other clubs in Rotary to realize that we of Rock Island are working for the good of the Association and are willing and anxious to cooperate in any good move. We are always glad to entertain Rotary visitors and will gladly aid any Rotarian who comes to Rock Island on business, if given an opportunity.

The enthusiasm of our members has grown faster than our numbers. Though our growth has been slow our membership now numbers sixty. And the charter members are proud of every representative who has been elected. We have chosen good men.

Tuesday, August 4th, twenty of our members joined the Rotary Club of Davenport on an excursion to Fairport, Iowa, to witness the official opening of the state clam hatchery there. At our next Tuesday meeting, this trip and inspection was described to the membership by one who attended. It was most interesting.

We are now getting up a roster which we hope to have ready for distribution in a month. This roster will be in loose-leaf form. A page devoted to each member for his picture, name, classification, etc.

R. C. MITCHELL, *Assoc. Ed.*

#### SAN ANTONIO (Texas).



The San Antonio club comes forward with a challenge to all Rotary. Is there any club anywhere composed of over one hundred and fifty members, each one of which is fully paid up in every club obligation? Secretary Jenkins' semi-annual report showed that no man owes the club a cent and the club likewise owes no man anything. (Three cheers for San Antonio!—Perry.)

Wouldn't it be fun if we could all run our own individual businesses on a cash basis like that?

San Antonio Rotarians are still full of the enthusiasm of the Houston Convention and appreciative of the privilege of entertaining the delegates and visitors on the occasion of the circle tour.

It was an inspiration to meet bright men from all over America and to feel the Rotary spirit in the air.

By a vote today the San Antonio club placed itself on record as favoring Salt Lake City for the next convention.

J. R. SPRAGUE, *Assoc. Ed.*

#### SCRANTON (Pa.).

During the middle of August, the Rotary Club of Scranton was entertained at a luncheon and a tour of inspection of the International Correspondence Schools. About seventy-five were in the party. Rotarian C. L. Bryden, principal of the school of metallurgy presided at the luncheon and in a capable, witty manner, kept the luncheon

and speech-making going in a most enjoyable manner.

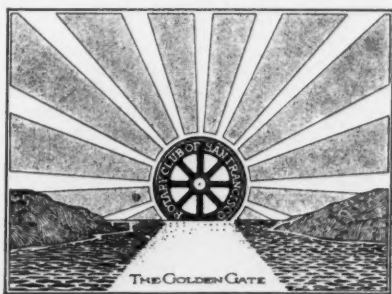
Madison F. Larkin, controller of the I. C. S. delivered the address of welcome to the Rotary club and Rotarian Hagen thanked Mr. Larkin for the welcome extended and assured the I. C. S. that the Rotary club appreciated the worth of the I. C. S. to the city of Scranton and the world in general.

The whole affair was so highly enjoyed that the Rotarians gave a rising vote of thanks and a loud cheer for President Foster and the I. C. S.

Our club is arranging to conduct an excursion to the Tobyhanna Instruction Camp conducted by the United States Government for the instruction of regular and state troops. Arrangements have been made with the government for an especially interesting one-day program and we expect to take at least four hundred with us.

R. K. MOORE, *Assoc. Ed.*

### SAN FRANCISCO (Calif.).



Activity in the Rotary Club of San Francisco since the delegates returned from the convention has been very brisk and the spirit of Rotary is at its height.

Luncheons are being attended so well that Teechau Tavern, where the meetings are held each Tuesday, has been forced to enlarge the dining room, as now nearly 150 sit down each week.

The meetings lately have been handled in trade sections—that is, each luncheon being conducted by a chairman calling on the representative of different lines in a trade, one luncheon being given over to the printing trades, the next to building construction, and the following luncheon to those in lines to complete the furnishing of a building.

Progress on the Panama-Pacific International Exposition is far in advance of expectations and the ten Exposition Palaces, are now completed.

C. DEVENS HOLMAN, *Assoc. Ed.*

### WORCESTER (Mass.).



At our annual meeting held June 15th, the following officers were elected: Lewis M. McCallum,

President; Arthur J. Wallace, Vice-President; Edward B. Moor, Director; H. Clayton Kendall, Treasurer; H. B. Simons, Secretary.

Under the leadership of Rotarian McCallum, who is one of our prominent business men, being connected with the Parker Wire Goods Company, the Worcester Rotary Club is in good hands, and we feel sure that a very successful year is before us.

Our weekly luncheons and monthly meetings were discontinued during July and August.

It is the intention of the directors to continue the "squad idea" which proved so successful last year. The membership is divided into squads of four, each squad taking its turn in providing entertainment at the weekly luncheons.

The directors will recommend at the September monthly meeting the adoption of the constitution and by-laws for local clubs recommended by the International Association. This will add two very useful committees, the fraternal and publicity.

H. B. SIMONS, *Assoc. Ed.*

### Clubs in Canada and the British Isles

#### HALIFAX (N. S.).



It is with a great deal of satisfaction that we have to state to the world of Rotary that the Premier of Canada, the Right Honorable Sir Robert Laird Borden, is a Rotarian, a member of the Rotary Club of Halifax, his native city.

We had the pleasure on July 7th of welcoming this first Canadian gentleman into the ranks of Rotary. We know that he was proud and glad to become a member of this organization, and we feel that we have just reason to be proud, as a Rotary club, to have enrolled, as an honorary member, a statesman of the calibre of the Honorable Sir Robert L. Borden. His address to our club was printed in the August issue of THE ROTARIAN.

On July 14th we had the pleasure of listening to a most interesting address by Dr. Bruce Smith of Toronto, who holds the position of Inspector of Prisons and Public Charities for the Province of Ontario, Canada. This gentleman is one of those who has been instrumental in reforming the whole idea in regard to handling of prisoners. The system in Ontario today is not to punish but to reform these men and women and, after listening to Dr. Bruce's brief but comprehensive remarks, we felt convinced that this plan is succeeding in an admirable manner.

Again on July the 21st we were favored with addresses from Honorable J. D. Hazen, Minister of Marine and Fisheries for Canada, also the Honorable T. W. Crothers, Minister of Labor for

Canada. This was followed by Rotarian Walter W. Pollock of Cleveland, Ohio, who gave an admirable address on the Equity of Tax Assessment which is a live subject in the city of Halifax at the present time.

The Halifax Rotary Club has nothing but success to report. Membership is good and attendance has averaged so high on several occasions that we have had to have an overflow meeting. Every member is earnest and enthusiastic and all are anxious to profit through service.

WALTER P. PARKER, *Assoc. Ed.*

### VICTORIA (B. C.).



Not so very long ago a number of our members spent a festive evening as guests of the Vancouver Rotarians at their club's annual banquet.

At one of our June meetings Rotarian members of the Pacific Coast Employing Printers Association, in convention at Victoria, were our guests. It was one of the snappiest meetings we have had. The visitors satisfied us that their eloquence was as good as their printing.

A general discussion on "Business Rents" at a recent meeting aroused much public interest and was well reported in the local press. Although neither of our daily papers is represented in the club, members of the staff of each are regular weekly guests.

T. J. GOODLAKE, *Assoc. Ed.*

### ST. JOHN (N. B.).

The St. John club has been having some interesting sessions and the members are well satisfied with the form of "love feasts" the entertainment committee is providing.

At one of our last meetings Secretary Soulis had the honor of being the first visiting Rotarian and assured us that we had the hearty support of the Halifax club and gave us a lot of helpful suggestions.

The meeting on the 3rd of August was the best yet. Chairman Marr called Rotarian Golding of Keith's big movie house to explain how he could give so much for a dime and after Walter had given a little talkfest he took the bunch over to the big tent and gave up the secrets of the business, but it was hard to get some of the married men away from the green room.

The membership is growing slowly but steadily.

A. P. ALLINGHAM, *President.*

### BELFAST (Ireland).

A motion was made to suspend the weekly lunches during the holiday months of July and August, but it was defeated, and we have had an average attendance of about 50 each Monday, which we consider highly satisfactory at a time when so many members are on holiday or are

short handed in their businesses on account of staff holidays.

Our members highly appreciate the honor done to the club by the appointment of our popular President W. H. Alexander, as International Director. The new Director is a big man, physically, mentally and every other way, and he has given of his very best in the service of our club, and of Rotary in this kingdom; no one could better deserve than he does the honor conferred by such an appointment, and we know he will aim to use the position to further the efficiency and progress of Rotary.

We offer our congratulations to the new International President, Frank L. Mulholland.

We remember with much pleasure Mr. Mulholland's visit to our club last year, when he brought us all under the spell of his wonderful oratory. Many of the stories he told with such dramatic effect have since been widely quoted, and used to help on many good causes in Belfast. "We thought he could" secure the coveted position of President. He has done so, and we believe the result will be very different from the climax of the only story told us by the President's companion Mr. De Vilbiss, on his visit to Belfast, regarding the boy who thought he could make a horse shoe, and failing, thought he could manage a horse shoe nail, but who finally decided that at any rate he could make a big fizzle with the red hot iron and a bucket of water. President Mulholland will do more for Rotary than make a "fizzle." The appointment of a man whom we feel that we know as President, in connection with the possession in our own Club of Director Alexander, will strengthen the ties that already exist between us and International Rotary.

### EDINBURGH (Scotland).

Secretary Stephenson of the Edinburgh Rotary Club, has returned home from Houston in great fettle, inspired with American enthusiasm and vim, brimming over with American ideas.

The club turned out in strength to greet him, and as he took his place bedizened with the decorative spoils of the convention he was welcomed with a rousing cheer.

Mr. Stephenson told us "all about it." He had seen much in the United States, he said, that could be adapted to British conditions, and he threatened that during the winter session he would put some American "snap" into Edinburgh Rotary. Not that Rotary in the capital of Scotland is a slow thing—far from that, it is the liveliest proposition in town—but it is going to be livelier still, and no man better able than our secretary to quicken the pace and set new ideas growing—and all the more since he has come under the influence of the American spirit.

He has come back more convinced than ever that Rotary is a growing influence, that it is going to be a mighty motive power in world-business—that in fact, it is going to be The Thing.

It goes without saying that Mr. Stephenson found speech inadequate to express his thanks for the warm-hearted hospitality of the American people.

No man ever yet experienced that hearty and spontaneous kindness but he found that a whole series of new words would have to be invented before he could sufficiently express his feelings of gratitude and admiration.

T. B. MACLACHLAN, *Assoc. Ed.*

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## Follow It Thru

In this issue we have made a slight change in the make-up. In order to avoid the monotony of eight successive pages of Official Directory we have interspersed directory and advertising pages. We trust this arrangement will meet with favor. When you refer to the Official Directory follow it thru until you find the club you want.

C. R. P.

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H. M. Bushnell.....	Lincoln, Neb.	Wm. G. Stearns.....	Tacoma, Wash.
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Chas. H. Dewey.....	London, England	B. A. Trestrail.....	Toronto, Ont.
H. C. Warden.....	Los Angeles, California	J. R. Davison.....	Vancouver, B. C.
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L. S. Akers.....	Memphis, Tenn.	Ralph H. Faxon.....	Wichita, Kan.
R. J. Neckerman.....	Madison, Wis.	F. W. Benwell.....	Winnipeg, Man.
Peter Thomason.....	Manchester, England	H. B. Simons.....	Worcester, Mass.

## THE ROTARIAN ADVERTISING DEPARTMENT

Frank R. Jennings,  
Advertising Manager

For rates see our advertising representative in your city or address THE ROTARIAN, 910 Michigan Ave., Chicago, U. S. A.

☞ Broadly speaking, good copy is that which attracts the eye, which has a positive selling force, and is so permeated by a strong personality that it gains friends and creates a sentiment of popular favor for the advertiser; bad copy is that which is opposite.

EDWARD M. POWER, Jr.

### THE ROTARIAN ADVERTISING REPRESENTATIVES

ATLANTA, GA.	J. C. McMichael, J. C. McMichael, Inc., 97½ Peachtree Street.
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CAMDEN, N. J.	Hubert Pfeil, Stephen Pfeil & Son, 225-Federal Street.
CINCINNATI, OHIO.	Allen Collier, Pres't, The Proctor & Collier Co., Advertising.
COLUMBUS, OHIO.	Edw. Roy Parsons, The Parsons-Powers Co., Hartman Bldg.
DALLAS, TEXAS.	E. E. Godbold, Godbold Adv. Agency.
DAVENPORT, IOWA.	Oswald Becker, Travelers Insurance Co., 715 Putnam Bldg.
DAYTON, OHIO.	Henry Webb, Newspaper Advertising, 1201 U. B. Building.
DENVER, COLO.	J. B. Monroe, "The Carbon Doctor," 1721 Stout Street.
DES MOINES, IOWA.	E. W. Sann, Mitchell Advertising Agency, 322 Flynn Bldg.
DETROIT, MICH.	C. Richard Brand, Stocks & Bonds, 1413 Majestic Building.
DUBLIN, IRELAND.	Kevin J. Kenny, Advertising Agency, 58 Middle Abbey Street.
DULUTH, MINN.	Wm. M. Gravatt, Jr., U. S. & Dominion Adv. Agy., Alworth Building.
EDINBURGH, SCOTLAND.	Fred L. Simons, Advertising Specialist, 8 Saint David St. North.
FORT WORTH, TEXAS.	Bismark Heyer, Leyhe Piano Company, 1009 Houston Street.
GLASGOW, SCOTLAND.	Peter A. Menzies, Advertising Agency, 54 Gordon Street.
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JACKSONVILLE, FLA.	Jefferson Thomas, Thomas Adv. Agency, 606 Florida Life Bldg.
JOLIET, ILLINOIS.	Frank Fitzgerald, Adv. Mgr. Joliet Herald.
KANSAS CITY, MO.	Willis M. Hawkins, Advertising Agency, Waldheim Building.
LINCOLN, NEB.	Clint Brown, Stryker-Brown System, 218 So. 13th St.
LITTLE ROCK, ARK.	S. M. Brooks, Ad Writer & Counselor, 808 State Bank Bldg.
LONDON, ENGLAND.	W. E. Barney, Frederick E. Potter, Ltd., Kingsway, W. C.
LOS ANGELES, CALIF.	F. W. Johaneet, Dake Advertising Agency, 432 South Main Street.
LOUISVILLE, KY.	Samuel McD. Anderson, The Trade Outlook, 208 Keller Bldg.
MACON, GA.	Billy Billings, Whitehead-Hoag Co., 1009 Georgia Life Bldg.
MILWAUKEE, WIS.	C. H. Hall, Hall Advertising Company, Merrill Building.
MONTGOMERY, ALA.	John Sparrow, Sparrow Advertising Agency—Birmingham, Ala.
MUSKOGEE, OKLA.	Jacob E. Brecheisen, Walk-Over Boot Shop, 215 W. Broadway.
NASHVILLE, TENN.	Clifton H. Green, Independent Adv. Company, 1st Nat'l Bank Bldg.
NEW ORLEANS, LA.	Edward Wild, Retail Shoes, 615 Canal Street.
NEW YORK, N. Y.	Eugene G. MacCan, Lubricating Oils, Hotel Imperial, Broadway and 31st St.
NORFOLK, VA.	C. J. Mains, Virginian-Pilot Pub. Co., Tazewell St.
OAKLAND, CALIF.	A. T. Golding, Ass't Sec'y Oakland Rotary Club, 414 Security Bank Bldg.
OMAHA, NEB.	Daniel Baum, Jr., Baum Iron Company, 13th & Harney Streets.
PEORIA, ILL.	Frank H. Lowe, Whitehead & Hoag Co., 931 Jefferson Bldg.
PHILADELPHIA, PA.	George P. Smith, Borne, Scrymser Co., 437 Chestnut Street.
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PITTSBURGH, PA.	Allen Fink, W. S. Hill Company, 323 4th Ave.
PORTLAND, ORE.	Geo. D. Lee, Geo. D. Lee Advertising Agency, 1323 Northwestern Bank Bldg.
PROVIDENCE, R. I.	A. H. Sanborn, Office Specialties, 26 Custom House Street.
PUEBLO, COLO.	B. F. Scribner, The Franklin Press Co., 818 W. 13th Street.
READING, PA.	John B. Dampman, Dampman Advertising Agency, 501 Colonial Bldg.
RICHMOND, VA.	Rufus S. Freeman, Pres. Freeman Adv. Agency.
ROCK ISLAND, ILL.	F. W. Burgh, Advertising, 229 18th St.
SACRAMENTO, CALIF.	Jno. W. Morshead, The Morshead Advertising Agency, Nicolaus Bldg.
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ST. JOSEPH, MO.	W. H. Closson, Asbestos Goods, 220 S. 8th St.
SAINT PAUL, MINN.	S. Greve, S. Greve Advertising Agency, 305 Oppenheim Building.
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SAN DIEGO, CALIF.	J. F. Haight, Advertising Agency, 514 American National Bank Bldg.
SAVANNAH, GA.	Luke P. Pettus, Advertising Agency, 215 Real Estate Bldg.
SCRANTON, PENNA.	R. K. Moore, International Correspondence Schools.
SPRINGFIELD, ILL.	Walter S. Reed, Capital Engraving Co., 4th & Monroe St.
STOCKTON, CALIF.	Arthur G. Ross, Advertising Service, 511 Savings & Loan Bldg.
SUPERIOR, WIS.	John P. O'Connor, University Extension, Columbia Bldg.
SYRACUSE, N. Y.	Ray Van Benschoten, Van Benschoten and Countryman, 216 E. Fayette St.
TAMPA, FLA.	L. D. Reagin, Manager, Glenn-Reagin Adv. Agency.
TOLEDO, OHIO.	H. H. Stalker, H. H. Stalker Adv. Co., 329 Colton Bldg.
VICTORIA, B. C.	R. A. Hutchison, Pres. Hutcharm, Ltd., 421 Central Bldg.

WATCH US GROW!!

# Official Directory

INTERNATIONAL ASSOCIATION OF  
ROTARY CLUBS



## Headquarters.

Suite 1014, No. 910 Michigan Ave., Chicago, Ill.  
U. S. A.

Telephone, Harrison 23; Cables, "Interotary."

## OFFICERS.

1914-1915.

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Vice-Presidents—

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Robert H. Cornell, Chronicle Bldg., Houston, Texas., U. S. A.

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1914-1915.

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Gordon L. Gray, 416 Union Bank Bldg., San Diego, Calif., U. S. A.

Gratton E. Hancock, 1635 Champa St., Denver, Colo., U. S. A.

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## BRITISH ASSOCIATION OF ROTARY CLUBS.

President—R. W. Pentland, 24 Frederick St., Edinburgh, Scotland.

Hon. Secretary—Thos. Stephenson, 137 George St., Edinburgh, Scotland.

## AFFILIATING ROTARY CLUBS.

Arranged in three Divisions: United States, Canada, Great Britain and Ireland.

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Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

#### AKRON (Ohio).

President—M. E. HARPSTER, Harpster & Bliss, Architects, Nantucket Bldg.

Secretary—G. N. HAWKINS, Sec. and Treas. The Lyman-Hawkins Lumber Co., 440 S. Main St.

Meetings, second Monday of each month at 6:00 p. m., at Portage Hotel.

#### ALBANY (N. Y.).

President—CHARLES M. WINCHESTER, V. P. and Gen. Mgr. J. B. Lyons Co., Printers, Lyon Block.

Secretary—GEORGE S. DE ROUVILLE, Mgr. Cotrell & Leonard, Wholesale Hats and Caps, 472 Broadway.

Phone, Main 2530.

Meetings every Friday at 1 p. m., Hotel Ten Eyck.

#### ALLENTOWN (Penna.).

President—RICHARD W. IOBST, Lawyer, 534 Hamilton St.

Secretary—G. FRANK TIEFT, Supt. Bradstreet Co. Mercantile Agency, 301 Hunsicker Bldg.

Luncheons are held on Friday of each week at the Hotel Allen at 12:15 p. m. except third week in each month when monthly meeting is held in the evening at such time and place as the directors may designate.

#### ATLANTA (Ga.).

President—ALBERT S. ADAMS, B. M. Grant & Co., Real Estate & Renting, 204 Grant Bldg.

Secretary—L. D. HICKS, Adv. Mgr. Southern Ruralist, Farm Journals, 116 E. Hunter St.  
Club Headquarters, 910 Third National Bank Bldg.  
Meetings held first and third Tuesday of each month.

#### AUSTIN (Texas).

President—W. H. RICHARDSON, Jr., W. H. Richardson & Co. Mail Address P. O. Box 278.  
Secretary—J. W. EZELLE, The Southwestern Tel. & Tel. Co. Mail Address P. O. Box 236.  
Club Headquarters at office of secretary, 504 Scarbrough Bldg.  
Luncheons every Friday at 1 p. m. at Driskill Hotel.

#### BALTIMORE (Md.).

President—GEO. G. MUTH, Gen. Mgr. Muth Bros. Co., Wholesale Druggists, 23 S. Charles St.  
Secretary—OREN H. SMITH, Mgr. American Dist. Telegraph Co., Fire Protection Devices, 106 Equitable Bldg. Phone, St. Paul 2031.  
Meetings are held every Tuesday at 1 p. m. Cafe Room, Hotel Rennert, Liberty and Clay streets.  
Club Headquarters, Hotel Rennert, Liberty and Clay Streets. Phone, St. Paul 1800.  
HOTEL: Rennert. The Rotary Hotel of Baltimore. European plan. Centrally located.

#### BEAUMONT (Texas).

President—E. J. EMERSON, Mgr. Beaumont Electric Light & Power Co., 2025 Calder Ave. Phone, S. W. 1622.

Secretary—HUBERT B. OXFORD, Turnbow Lumber Co., 10th and Hazel.  
Meetings held Wednesday of each week at Hotel Crosby.

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Secretary—CLARENCE L. FRENCH, Correspondence Instruction, 312 Press Bldg.  
Luncheons Wednesday 12:30 to 1:30 p. m.  
Meetings last Wednesday of month at 6:15 p. m.

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Secretary—JOHN C. HENLEY, care Birmingham Publishing Co.

Assistant Secretary—OLIVER COX, Rotary Hall. (Address all communications to Mr. Cox.)  
Luncheons each Wednesday, except third Wednesday of month, at Rotary Hall at 1 p. m.  
Meetings held third Thursday of each month at 6:30 p. m.  
HOTEL: The Molton Hotel, Modern. Rates \$1.50 to \$2.50 per day. T. H. Molton, Prop.

#### BOSTON (Mass.).

President—LESTER P. WINCHENBAUGH, Prop. Wholesale & Retail, High Grade Papers, 14 Oliver St. Phone, Main 6230.  
Secretary—RALPH G. WELLS, John Hancock Bldg.  
Club Headquarters, 178 Devonshire Street, Room 213. Phone, Ft. Hill 1715.  
Luncheons every Wednesday at 1 p. m. Boston City Club, Beacon Street. Monthly meetings second Monday each month 6:30 p. m. Hotel Nottingham.  
No meetings during summer months.  
HOTEL: Nottingham, Copley Square. Modern. European plan. \$1.50 per day and up.

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President—CHAS. A. ANGELL, Vice-President Cranford Co., General Contractors, 190 Montague St.  
Secretary—C. H. BAINBRIDGE, Bainbridge & White, Plate Glass Insurance, 150 Montague St.  
Meetings held second and fourth Thursdays of each month for luncheon at 12:45 p. m. temporarily at Hamilton Club.

#### BUFFALO (N. Y.).

President—CHRISTOPHER G. GRAUER, Sec'y Otto Ulrich Co., Booksellers, Stationers and Engravers, 386 Main St. Phones, Federal 127; Bell, Seneca 717.  
Secretary—GODFREY MORGAN, Mgr. Spencer, Kellogg & Sons, Operating Elevators, 1101 Chamber of Commerce. Phone, Bell-Seneca 1685.  
Club Headquarters at office of Secretary.  
Meetings are held on every Thursday at 12:30 p. m. at Hotel Statler.

#### CAMDEN (N. J.).

President—RALPH D. BAKER, James F. Baker Co., Real Estate & Fire Insurance, 924 Broadway. Phones, Bell 794 L; Eastern 254.  
Secretary—WM. A. STEWART, Moffett & Stewart, Inc., Architects, Jessup Bldg., 531 Federal St. Phone, Bell 1535.  
Luncheons every Tuesday in each month, except 1st Tuesday, 12:30 to 1:30 p. m. at Hotel Ridgway, Delaware Ave. and Market St. Monthly meetings 1st Tuesday of month at 6:30 p. m. at the places of business of the different members.

#### CEDAR RAPIDS (Ia.).

President—FRED C. FISHER, Security Savings Bank.  
Secretary—THOS. B. POWELL, Powell & Robbins, Attorneys, 813 American Trust Bldg.  
Meetings held every Monday at 12:15 p. m., Montrose Hotel.

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Secretary—GEO. J. HALEY, Pres. MacGowan-Cooke Printing Co., 810 Chestnut St.  
Luncheons first, second and fourth Thursday of each month, at 12:10 p. m.  
Meetings held third Thursday of each month, at 6:35 p. m., at Hotel Patten.

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President—HERBERT C. ANGSTER, Pres. Chicago Well Supply Co., 317 W. Ohio St. Phone, Superior 2261.  
Asst. Secretary—E. V. ACKERMAN, 19 S. LaSalle St. Phone, Randolph 608.  
Club Headquarters and Secretary's Office, 1302 Association Building. Phone, Randolph 608.  
Club dinners 2nd and 4th Thursdays, 6:30 p. m. at various places. Luncheon every Tuesday, 12:30 to 1:30 p. m., at Sherman Hotel, N. Clark & West Randolph.  
HOTEL: Virginia, Rush & Ohio Streets (North Side), eight minutes' walk to shopping district and theaters.  
HOTEL: Gladstone, Kenwood Ave. and 62nd St. (South Side.) Rooms with private bath \$7, \$8 and \$9 per week.

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Secretary—CHAS. B. WILBERDING, Tailor, 206 Neave Bldg. Phone, Main 3922.  
Club Headquarters and Secretary's office, 206 Neave Bldg. Phone, Main 3922.  
Luncheons at Sinton Hotel Convention Hall every Thursday, 12:30 to 1:30 p. m. (No luncheon during July and August.)

#### CLEBURNE (Texas).

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Secretary—CLARENCE H. COLLINGS, The Clarence H. Collings Co., Mantels and Tiles, 4404-08 Euclid Ave. Phones, Central 4855; East 1167 and 1168.  
Club Headquarters, 510 Cleveland Athletic Club Building, Euclid Ave. Phones, Central 23 and Prospect 75.  
Weekly luncheon every Thursday at 12 o'clock in Lattice Room of Hotel Statler.  
Monthly banquets and business meetings held every second Monday in each month at various hotels and clubs.

#### COLUMBUS (Ohio).

President—DR. C. L. PATTON, First Congregational Church, East Broad St.  
Secretary—HERBERT SHERWOOD WARWICK, Dept. Mgr. Chamber of Commerce, 36 E. Broad St.  
Luncheons first, second and third Tuesdays of month at 12 m., Grotto Room, Virginia Hotel. Meetings fourth Thursday, at 6:30 p. m., at Hartman Hotel.  
HOTEL: Hartman, the Rotary hotel of Columbus, Ohio, J. A. Hadley, Manager.

#### DALLAS (Texas).

President—HARRY A. OLMSTED, Vice-Pres. and Gen. Mgr. Southwestern Paper Co., 1315 Pacific Ave.  
Secretary—W. C. TEMPLE, Texas Law Company, 805 Wilson Bldg.  
Meetings held on Thursday at 12:15 p. m., Oriental Hotel.  
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President—HOWARD W. POWER, Care White Lily Mfg. Co., 1535 Rockingham Rd.  
Secretary—OSWALD BECKER, Travelers Ins. Co., Health & Accident Ins., 715 Putnam Bldg. Phone, 4091-L.  
Club Headquarters at office of Secretary.  
Meetings, Monday of each week at 12 m. at the New Kimball.

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## "READING BUSINESS"



**W**ILLIAM H. INGERSOLL, Marketing Manager of Robert H. Ingersoll & Bro., the makers of the watch that "made the dollar famous," came to our office a while ago with Mr. R. A. Givaudan, the Auditor of his Company.

"Mr. Givaudan has seen the light," said Mr. Ingersoll. "He is ready to take up your Modern Business Course and Service. Furthermore, I am going to start the reading again and go through your Course from beginning to end with Mr. Givaudan."

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Mr. Ingersoll himself subscribed for the Course and Service in February, 1910. He has had over four years in which to test its value to him in his business.

All over the country, progressive and far-sighted business men are doing just what Mr. Ingersoll and Mr. Givaudan are doing. They are following with eager interest the Modern Business Course and Service.

These men realize that the knowledge they can get from their own personal experience is too narrow to enable them to make the best use of their abilities. In the Modern Business Course and Service they are getting the collected experience and ideas of thousands of successful business men, organized in a form to be easily grasped.

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**MR. WM. H. INGERSOLL**,  
Marketing Manager of Robt. H. Ingersoll & Bro.



**MR. R. A. GIVAUDAN**,  
Auditor of Robt. H. Ingersoll & Bro.

Among the subscribers to the Modern Business Course and Service are men of all grades of business positions from president to clerk in many of the most progressive corporations in the country. The following is a representative list:

Westinghouse Electric and Manufacturing Company, 126 men enrolled.

American Rolling Mill Company, 65 men enrolled.

National Cash Register Company, 63 men enrolled.

National City Bank of New York, 51 men enrolled.

Burroughs Adding Machine Company, 51 men enrolled.

Globe-Wernicke Company, 20 men enrolled.

Commonwealth Edison Company of Chicago, 103 men enrolled.



## Alexander Hamilton Institute

37 Astor Place, New York City

Without placing me under any sort of obligation send me your book, "Organized Business Knowledge," and full information regarding your Course and Service. (Write your name, address and business position below.)

Secretary—GEO. S. BLANCHARD, President Blanchard Structural Products Co., 614 Schwind Bldg. Phone, Main 622.

Meetings first Thursday of each month at six-thirty p. m. Club luncheons each Thursday (except first Thursday) at Algonquin Hotel at 12:15 p. m.

HOTEL: Algonquin. Third and Ludlow. A. P. \$3.00 to \$5.00. E. P. \$2.00 to \$4.00. Fireproof.

#### DENVER (Colo.).

President—DR. C. A. ELLIS, The Albany Hotel. Phone, Main 5454.

Secretary—CHAS. W. ADAMS, Mgr. Adams Hotel, 18th and Welton Sts. Phone, Main 3350.

Club Headquarters at office of Secretary.

Meetings held at Denver's leading hotels and clubs every Thursday, 12:15 p. m.

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President—A. P. RAINSBURG, c-o Register & Leader. Printer, 127 4th St. Phone, Walnut 320.

Secretary—LLOYD H. WADDELL, Des Moines Duplicating Co., 311 C. N. B. Bldg. Phone, Walnut 2240.

Club Headquarters, 311 Citizens National Bank Bldg.

Meetings held at Savery Hotel every other Thursday.

#### DETROIT (Mich.).

President—ALONZO P. EWING, Detroit City Gas Co., Gas Mfrs., Gas Office Bldg. Phone, Main 3500.

Secretary—ELTON F. HASCALL, The Detroit Refining Co., Lubricating Oils, Mfrs., 906 Majestic Bldg. Phone, M-187.

Club Headquarters maintained at office of Secretary. Luncheon every Wednesday at Hotel Cadillac, at 12:30.

#### DULUTH (Minn.).

President—GEORGE H. BATE, Supt. Duluth Office, The Bradstreet Company, 503 Fidelity Building. Phone, Grand 644 or Melrose 628.

Secretary—CHAS. W. OPEL, M. I. Stewart Co., Printing, 310 W. 2nd St. Phone, Grand 114 or Melrose 114.

Club Headquarters maintained at office of Secretary.

Meetings each week at various places.

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President—CLAIBORNE ADAMS, Mgr. El Paso Grain & Milling Co., Wholesale Grain and Mill Products.

Secretary—R. E. SHERMAN, Sales Mgr. Manhattan Heights Co., Real Estate, 207 Mills St.

Meetings held first Thursday noon and third Thursday evening of each month.

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Secretary—A. M. CASSEL, Pres. Erie Business College, Business College, Liebel Block.

Luncheon every Wednesday at Lawrence Hotel at 12:30 p. m.

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Secretary—W. G. ARCHER, Promoter, 321 U. Second St.

Luncheon every Tuesday at 12:15 at St. George Hotel.

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Secretary—ADAMS B. VERA, Vera-Reynolds, Fire Insurance, 509 Reynolds Bldg.

HOTEL: Seibold, Clopton and Meacham, Props. 7th and Commerce Sts. \$1.00 and up, E. P. only.

#### GALVESTON (Texas).

President—EDWARD F. HARRIS, Harris & Harris, Attorneys, Trust Bldg. Phone No. 130.

Secretary—KENNETH E. MASON, Sec'y Brush Electric Co., Electric Light & Power, 2424 Market St. Phone No. 4700.

Meetings held Wednesday of each week at 12:30 p. m., Hotel Galvez.

HOTEL: Hotel Galvez. European Plan, \$2.00 and up per day.

#### GRAND RAPIDS (Mich.).

President—DR. F. C. WARNSHUIS, Physician and Surgeon, 93 Monroe Ave.

Secretary—GLENN R. CHAMBERLAIN, Secy. Grand Rapids Gas Light Co., Ottawa Ave. and Pearl St.

Meetings every Thursday at 12:15 p. m. at Association of Commerce Cafe.

#### HARRISBURG (Penna.).

President—WM. S. ESSICK, Gen. Agt. Casualty Ins., 75 Union Trust Bldg. Phone, Bell 106. 4 J.

Secretary—HOWARD C. FRY, Fry Coal Co., Retail and Wholesale Coal, 9th and Market Sts. Phone, Bell 65.

Club Headquarters at office of Secretary.

Meetings held on 1st and 3rd Tuesdays of month at various places.

#### HARTFORD (Conn.).

President—CLARENCE M. RUSK, Special Agt. Traveler's Ins. Co., 700 Main St. Phone, Charter 1930.

Secretary—R. M. BREWSTER, The Luke-Horsfall Co., Men's Furnishings, 97 Asylum St. Meetings held 2nd Wednesday of each month at various hotels.

#### HOUSTON (Texas).

President—JOHN H. FREEMAN, Sec'y and Treas. Houston Title Guaranty Co., Title Guaranty, Lumbermen's Bank Bldg. Phone, P. 1156.

Secretary—GEO. M. WOODWARD, Good Texas Lands, 1106 Scanlan Bldg.

Club Headquarters, 209 Lumbermen's Bank Bldg.

Luncheon and Meeting every Friday at 1 o'clock, Banquet Hall (10th Floor), Hotel Bender.

HOTEL: The Bender. Fireproof. Modern. European. \$1.50 to \$3.00. B. S. Swearingen, Managing Director.

#### INDIANAPOLIS (Ind.).

President—W. E. PITTSFORD, Pres. Pittsford Purity Pie Co., 1420 N. Senate Ave. Phone, New 3315; Main 1515.

Secretary—GEORGE B. WRAY, Mgr. Office Furniture Dept. Wm. B. Burford, 38 S. Meridian St. Both Phones, 310.

Luncheons every Tuesday at 12:30 to 1:30 p. m. at Claypool Hotel, except the 2nd Tuesday of each month, when evening meeting is held at various places.

#### JACKSONVILLE (Fla.).

President—HARRY B. HOYT, Vice-President Jacksonville Gas Co., corner Laura and Church Streets.

Secretary—R. T. ARNOLD, Treas. Arnold Printing Co., 224 E. Forsyth St. Phone, 3462.

Headquarters, 202 Clark Bldg.

Luncheons 2nd and 4th Tuesday at one o'clock, Aragon Hotel. Evening meeting 3rd Tuesday at 6:30 p. m., Aragon Hotel.

#### JOLIET (Ill.).

President—VAUGHN W. BROOKS, Chief Despatcher, Elgin, Joliet & Eastern Railway, Joliet National Bank Bldg. Phone, Joliet 2850.

Secretary—JAMES L. BANNON, Civil Engineer-Contractor, Room 216, Joliet National Bank Bldg. Phone, Joliet 468.

Meetings on first and third Tuesday of each month at 7:00 p. m., at Hobbs Hotel. Luncheons every Thursday at 12:15, at Hobbs Cafe.

#### KANSAS CITY (Mo.).

President—E. R. GLENN, Vice-President Whitcomb Cabinet Co., Cabinet and Fixture Work, 14th and Chestnut. Both phones, East 1990.

Secretary—OTTO WITTMANN, Mgr. K. C. Auto Supply Co., Automobile Supplies, 1504 Grand Ave. Phone, Bell, G. 3181; Home, M. 3181.

Club Headquarters, 411 Reliance Bldg.

Luncheon every Thursday from 12:30 to 2 p. m. Round Table Luncheon every day, Hotel Baltimore.

#### LINCOLN (Neb.).

President—R. O. CASTLE, Castle, Roper & Matthews, Undertakers, 1319 "N" St.

Secretary—F. E. WALT, Vice-Pres. Safe Deposit Insurance Agency, General Insurance, 128 N. 11th St.

Club Headquarters at office of Secretary.

Meetings every Tuesday noon at Lincoln Hotel.

#### LITTLE ROCK (Ark.).

President—K. A. ENGLE, Bus. Mgr. Arkansas Democrat.

Secretary—S. M. BROOKS, Ad Writer and Counsellor, 808 State Bank Bldg. Phone 1326.

Meetings are held at State National Bank Bldg., Directors' room or Marion Hotel on Thursdays.

#### LOS ANGELES (Calif.).

President—ROGER M. ANDREWS, Pres. Germania Publishing Co., 230 Franklin St. Phones, Home A1474; Sunset, Broadway 832.

Secretary—H. C. WARDEN, 506-7 Delta Bldg. Phones, Home, F7343; Sunset, Main 7343.

Club Headquarters, 506-7 Delta Bldg.

Club meets every Friday for luncheon.

HOTEL: Hollenbeck, Spring and Second Streets, 500 rooms, 300 baths. Rates, \$1.00 and up. Excellent cafe.

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Secretary—S. A. CAMPBELL, Agt. Cumberland Gap Dispatch, Fast Freight from Eastern cities, 100 Columbia Bldg.

Club Headquarters at office of Secretary.

Club luncheons held on the second and fourth Thursdays at the Henry Watterson Hotel.

#### McKEESPORT (Pa.).

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Secretary—R. W. JUNKER, Real Estate & Insurance, 508 Peoples Bank Bldg.

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President—JNO. W. HANCOCK, Mgr. Atlantic Ice & Coal Corporation, Waverly Road.  
 Secretary—W. G. BILLINGS, Agt. Whitehead-Hoag & Co., 1009 Georgia Life Bldg.  
 Meetings every Wednesday at 1 p. m., at various cafes and hotels.

**MADISON (Wis.).**

President—JOHN ST. JOHN, Secretary Madison Gas & Electric Co., 120 E. Main St. Phone, 4400.  
 Secretary—F. W. HUELS, Motorcycles, 115 State St. Phone, 127.  
 Meetings every Thursday at 12:30 p. m., at new Park Hotel.

**MEMPHIS (Tenn.).**

President—C. S. BLACKBURN, Wholesale Produce, 26 South Front St.  
 Secretary—G. O. WARING, Collections and Adjustments, 906 Exchange Bldg.  
 Luncheons every Tuesday from 1 to 2 at Hotel Chisca.

**MILWAUKEE (Wis.).**

President—W. J. ZIMMERS, Baker & Zimmers, Attorneys, 740 Wells Bldg. Phone, Main 633.  
 Secretary—J. B. LANIGAN, Mgr. L. C. Smith & Bros. Typewriter Co., 413 Milwaukee St. Phone, Main 2127.  
 Club luncheons held every Wednesday at the Hotel Pfister, 12:15 p. m.

**MINNEAPOLIS (Minn.).**

President—HARRY R. SHEPARDSON, Mgr. Loose-Wiles Biscuit Co., Washington and Seventh Aves. N. Phones Main 926; Center 2850.  
 Secretary—C. PAUL TRACY, Mgr. City Sales Carnegie Fuel Co., 9 S. 7th St. Phones Main 2100; Center 2012.  
 Club Headquarters at Secretary's office.  
 Luncheon every Friday at 12:30 at Hotel Radisson, Seventh Street, near Nicollet Avenue. Minneapolis' most up-to-date hotel.

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 Secretary—J. M. PONDER, E. O. Zadek Jewelry Co.

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President—THOS. L. HACKETT, Coca Cola Bottling Works, Bottler.  
 Secretary—W. F. BLACK, City Hall.  
 Meetings held on Wednesdays at 1 p. m. at the Gay-Teague Hotel.

**MUSKOGEE (Okla.).**

President—H. S. SHELOR, Bonds and Burglary Insurance, 905-6 Barnes Bldg.  
 Secretary—JOHN A. ARNOLD, Accountant, 528-529 Flynn-Ames Bldg.  
 Club Luncheons held every Thursday at 12:15 p. m. at Severs Hotel.

**NASHVILLE (Tenn.).**

President—ROBT. H. BRANNAN, Hermitage Hdw. Co., 309 3rd Ave. N.  
 Secretary—HOUSTON W. FALL, Fall's Business College, 8th Ave. and Broadway.  
 Luncheon every Tuesday at 12:15 at Hotel Hermitage.

**NEWARK (N. J.).**

President—ISAAC B. KILBURN, Mgr. Division "B" Prudential Insurance Company, Prudential Building. Phone, Market-4000.  
 Secretary—C. L. JOHNSTON, Asst. Mgr. Steger & Sons Piano Mfg. Co., 741 Broad St. Phone, Market-238.

Club Headquarters at office of Secretary.  
 Meetings on the second Tuesday evening of each month excepting July and August, at Achtel Stettens' Restaurant, 842 Broad St. Weekly Luncheons are not held although Rotarians can be found every day at the regular lunch hour at the restaurant mentioned above.

**NEW CASTLE (Penna.).**

President—GEORGE W. MUSE, Lawyer, 24 East St.  
 Secretary—W. H. SCHOENFELD, N. C. Hardware Co., Hardware, 217 E. Washington St.  
 Luncheons every Monday at 12:15 at Y. M. C. A.  
 Meetings are held first Monday of each month.

**NEW ORLEANS (La.).**

President—A. B. FREEMAN, Coca Cola Bottling Works, Canal and N. Robertson Sts. Phone, Main 3874.  
 Secretary—ED. H. WILD, Men's Shoes, Retail, 615 Canal St. Phone, Main 2372.  
 Club Headquarters at Hotel DeSoto.  
 Meetings held 2nd Tuesday of month at 6 p. m. for dinner, and 4th Tuesday at 8 p. m. at the office or establishment of one of its members.

**NEW YORK (N. Y.).**

President—WM. GETTINGER, President Eaton & Gettinger, Printing, 263 9th Ave. Phone, Chelsea 8680.

Secretary—CHAS. A. PEARSON, Room 447, Hotel Imperial.

Club Headquarters: Hotel Imperial, Broadway and 32nd, Room 447.

Meetings on the first Tuesday of each month, excepting July and August, at various restaurants. Weekly luncheons, Thursdays at 12:30 p. m., private room, Hof Brau Haus, Broadway and 30th St.

HOTEL: Imperial, Broadway and 31st. Rates, \$1.50 per day and up. Copeland Townsend, Mgr.

**NORFOLK (Va.).**

President—T. GRAY COBURN, President Coburn Motor Car Co., Automobiles, 123 Brooke Ave.

Secretary—C. J. MAINS, Virginian-Pilot Pub. Co., Newspaper, Monticello Hotel.

Meetings second and fourth Thursdays at 7 p. m. at Fairfax Hotel.

**OAKLAND (Calif.).**

President—D. L. ARONSON, Cahn, Nickelsburg & Co., Boots and Shoes, 1126 Brush St.

Hon. Secretary—J. N. BORROUGHS, Pres. Oakland, Calif., Towel Co., Towel Supplies, 28th and Filbert Streets. Phone, Oakland 883.

Club Office, 414 Security Bank Bldg. Phone, Lakeside 287.

Meetings every Thursday at 12:30 at Hotel Oakland.

**OKLAHOMA CITY (Okla.).**

President—CARL F. WELHENER, Boardman Co., Terminal Bldg.

Secretary—EUGENE WHITTINGTON, Member Firm Whittington & Steddom, Ins. Agency, 922 State Nat'l Bank Bldg.

Luncheons, Tuesdays at 12:15, Lee-Huckins Hotel, except once in month, when we have monthly dinner.  
 Club Headquarters are the Secretary's office.

**OMAHA (Neb.).**

President—H. S. WELLER, c/o Richardson Drug Co., 9th and Howard.

Secretary—TOM S. KELLY, Gen. Agt. Life Dept. Travelers Ins. Co. of Hartford, 1331 City National Bank Bldg. Phone, Douglas 861.

Meetings are held at noon in the Rathskeller of the Henshaw Hotel each Wednesday noon except the last Wednesday of the month when the meeting is at 6 p. m., same location.

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Meetings held on 2nd and 4th Wednesdays of each month, 12 m., at Interstate Restaurant.

**PATERSON (N. J.).**

President—W. D. PLUMB, Mgr. Underwood Typewriter Co., 9 Hamilton St.

Secretary—WALTER S. MILLS, H. W. Mills, Hardware, 59 Washington St.

Meetings held last Thursday of the month at G. H. Crawford's, 148 Washington St.

**PEORIA (Ill.).**

President—GEORGE R. MACCLYMENT, Farm Land Development, Observatory Bldg. Phone, M-314.

Secretary—E. C. SCHMITZ, Modern System Sales Co., Office Outfitters, 336 S. Jefferson Ave. Phone M-682.

Meetings held at Jefferson Hotel, or as otherwise specified, Fridays, at 12:15.

**PHILADELPHIA (Penna.).**

President—GUY GUNDAKER, Asst. Mgr. Kugler's Restaurant Co., 1412 Chestnut St. Phones, Bell, Spruce 2530; Key, Race 137.

Secretary—CHARLES A. TYLER, Mgr. Bartlett Tours Co., Tourist Agents, 200 South 13th St. Phone, Bell, Walnut 2491.

Regular luncheons at the St. James Hotel on Wednesdays, 12:30 to 1:30 p. m. Club Headquarters, 200 South 13th St.

Regular monthly dinners at Kugler's, 1412 Chestnut St. on the third Tuesday of each month at 6:30 p. m.

**PHOENIX (Ariz.).**

President—AMOS A. BETTS, Transfer Business, 42 S. Central Ave.

Secretary—FRANK S. HESS, Partner T. B. Stewart, General Contractor, 1-2 Central Bldg. Address mail to P. O. Box 1074.

Club Luncheons held every Friday from 12 m. to 1:30 p. m. at the American Kitchen.

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City Office, Room 2, Commercial Club Bldg., W. L. Whiting, Assistant Secretary.  
Weekly luncheons held every Tuesday at 12:30 p. m., Multnomah Hotel.

#### PROVIDENCE (R. I.).

President—J. B. LEEMAN, Browning, King Co., Clothing, 210 Westminster St. Phone, Union 1285.  
Secretary—E. L. MORRIS, E. L. Morris & Co., Office Furniture, 48 Weybosset St. Phone, Union 1214.  
Regular monthly meetings 1st Monday each month at 6:30 p. m. at Crown Hotel. Semi-monthly luncheons, 1st and 3rd Mondays at 12:30 o'clock.

#### PUEBLO (Colo.).

President—JESSE ROOD, Secy.-Treas. & Gen. Mgr. Rood Candy Co., Wholesale Confectioners, 406 W. 7th St. Phone, Main 30.  
Secretary—J. A. CLARK, Prin. American Business College, Commercial School, Swift Block. Phone, Main 829.  
Club Headquarters at office of Secretary.  
Weekly meetings every Monday, 12:15 to 1:15 p. m., alternating Congress Hotel and Vail Hotel.

#### READING (Penna.).

President—WILLIAM W. KECK, Partner Croll & Keck, Clothing, 418 Penn St.  
Secretary—D. G. McCANN, Treas. McCann's Business College, Berks Co. Trust Bldg.  
First and third Tuesday of each month at 8 p. m. meetings are held at the business places of the various members.

#### RICHMOND (Va.).

President—THOS. B. McADAMS, Cashier Merchants' National Bank.  
Secretary—S. S. ROSENDORF, Prop. Southern Stamp & Stationery Co., Twelve-Six Main St. Address mail, Box 1336.  
Club Headquarters at office of Secretary. Phone, Mon. 5766.  
Luncheon meetings every second Tuesday at 1 p. m. Every fourth Tuesday at 6:30 p. m.  
Meetings rotate between Business Men's Club, Coles, Hotel Murphys, and other places. Consult the officers or ask for copy Tabasco, our club organ.

#### ROANOKE (Va.).

President—D. P. SITES, Caldwell Sites Co., Booksellers and Stationers, 105 Jefferson St.  
Secretary—C. F. COCKE, Partner Cox & Cocke, Attorneys, 509 Terry Bldg.  
Luncheons every second Thursday.

#### ROCHESTER (N. Y.).

President—FRED D. HAAK, City Rep. Yawman & Erbe Mfg. Co., 424 St. Paul St. Both Phones 527.  
Secretary—C. G. LYMAN, Prop. Lyman's Letter Shop, Duplicate Letters, 75 State St. Phone, Stone 6190.  
Club luncheons every Tuesday, 12:30 to 1:30 p. m., at Hotel Rochester.

#### ROCK ISLAND (Ill.).

President—B. D. CONNELLY, Attorney-at-law, Peoples Nat'l Bk. Bldg. Phone, 349.  
Secretary—R. C. MITCHELL, Commercial Banking, State Bank Bldg. Phone 30.  
Luncheons every Tuesday at 12:15 at Harms Hotel or Rock Island Club.

#### SACRAMENTO (Calif.).

President—S. H. GILBERT, S. H. Gilbert Co., Fire Insurance, 919 6th St.  
Secretary—J. FONTAINE JOHNSON, Johnson & Lemmon, Lawyer, 426 Forum Bldg.  
Luncheons every Friday at 12:15 p. m. at Hotel Sacramento.

#### SAGINAW (Mich.).

President—GEO. B. WILLCOX, Pres. & Gen. Mgr. Willcox Engineering Co., Sheet Metal Mfrs., 900 S. Warren Ave.

Secretary—MAX P. HEAVENRICH, Treas. Heavenrich Bros. & Co., Men's Clothing, 301 Genesee Ave.

#### ST. JOSEPH (Mo.).

President—CLAUDE MADISON, Mgr. St. Joseph Coal Co., 302 S. Fifth St. Phone, Bell 520.  
Secretary—W. S. ALDRICH, Partner of the Firm Eckel & Aldrich, Architects, 1105 Corby-Forsee Bldg. Phone, Bell 62.  
Meetings of the club are held on the 1st and 3rd Tuesdays of every month at Robidoux Hotel.

#### SAINT LOUIS (Mo.).

President—JESSE M. TOMPSETT, Treas. Isler-Tompsett Lithographing Co., Commercial Lithographing, 1324 Washington Ave. Phones, Olive 623; Cabany 3107.  
Secretary—A. D. GRANT, Pres. Grant-Orvis Brokerage Co., 411 Olive St. Phone, Main 1751.  
Club Headquarters, 411 Olive St. Phone, Bell, Main 1751.  
Club luncheons every Thursday at 12:30, except 1st Thursday of month, at 6:30 p. m. at various hotels and cafes.

#### ST. PAUL (Minn.).

President—WILLIAM B. WEBSTER, Prop. St. Paul Steam Laundry Co., 289 Rice St. Phone, Cedar 940.  
Secretary—JAMES H. LEE, Prop. James H. Lee & Co., Agency, High-Grade Office and Sales Help, 1416 Pioneer Bldg. Phones, Cedar 6060; Tri-State 2080.  
Club Headquarters at Secretary's office.  
Meetings usually held on Tuesday at various clubs and hotels at either 12:15 or 6:15 p. m.  
HOTEL: The Saint Paul, European plan, \$2.00 up, with bath. C. G. Roth, Mgr.

#### SALT LAKE CITY (Utah).

President—F. S. MURPHY, Pres. F. S. Murphy & Co., Lumber Broker, Walker Bank Bldg.  
Secretary—SAMUEL R. NEEL, Samuel R. Neel & Co., Mining Stock Brokers, 306 Newhouse Bldg. Phone, Wasatch 904.  
Meetings held 1st Tuesday of month. Club luncheons every Tuesday of month except first Tuesday at the Hotel Utah.

#### SAN ANTONIO (Texas).

President—HARRY L. MILLER, J. H. Kirkpatrick Co., City Real Estate, 419 Navarro St. Phone, C. 89.  
Secretary—C. H. JENKINS, The Bradstreet Co., Commercial Agencies, P. O. Box 807. Phone, C 333.  
Address all mail to "P. O. Box 807." Club Headquarters, Lobby St. Anthony Hotel.  
Luncheons at 12:30 each Friday at one of the leading hotels.

#### SAN DIEGO (Calif.).

President—GORDON L. GRAY, Lawyer, 416 Union Bldg. Phones, Home 4160; M. 416.  
Secretary—FRANKLIN M. BELL, 416 Union Bldg. Phones, Home 4160; Sunset, Main 416.  
Club Headquarters at office of Secretary.  
Meetings are held every Thursday at 12:10.  
HOTEL: del Coronado, Coronado Beach. American plan, \$4 per day and up.—John J. Hernan, Mgr.

#### SAN FRANCISCO (Calif.).

President—H. J. BRUNNIE, Consulting Structural Engineer, Sharon Bldg. Phone, Sutter 370.  
Secretary—R. R. ROGERS, Pres. R. R. Rogers Chemical Co., Mfrs. Specialties for Physicians and Druggists, 527 Commercial St. Phones, Kearney 150; C. 1505.  
Club Headquarters at 803 Humboldt Bank Bldg. Phone, Douglas 1363.  
Weekly luncheons, Tuesdays, 12:15 to 1:15 p. m. Techau Tavern, Powell and Eddy Streets.  
HOTEL: St. Francis, Union Square, San Francisco. Rates, \$2.00 per day and upward. European plan.  
HOTEL: Stewart, Geary Street, near Union Square. Rates, European, \$1.50, up; American, \$3.50, up.

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President—H. E. HOFF, Hoff & Kayser, Shoes, 95 S. First St.  
Secretary—CHAS. M. O'BRIEN, 30 S. 1st St.  
Luncheons every Wednesday at O'Brien's Confectionery.

#### SAVANNAH (Ga.).

President—JOHN S. BANKS, Phillips & Crew Co., Pianos and Organs, 242 Bull St. Phone 3372.  
Secretary—HENRY J. F. LUDEMAN, Snedeker & Ludeman, Architect, 401 National Bldg. Phone 457.  
Luncheons every Tuesday in the month except the fourth, 2:15 to 3 o'clock. Fourth Tuesday at 7 p. m.

#### SCRANTON (Pa.).

President—WM. H. HAGEN, Hagen & Wagner Co., Dry Goods & Furnishings, 205 Washington Ave.  
Secretary—CAREY P. WILLIAMS, Traffic Mgr. Bell Tel. Co. of Penna., 117 Adams Ave. Mail Address P. O. Box 143.  
Meetings held every Thursday at 12:15 p. m. at Hotel Holland, 408 Adams Ave.

#### SEATTLE (Wash.).

President—CLAUDE H. ECKART, Eckart Plumbing & Heating Co., 1614 Third Ave. Phone, Main 5682.  
Secretary—W. A. GRAHAM, JR., 237 Rainier-Grand Hotel.  
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#### SIoux CITY (Ia.).

President—FRANK S. LAMAR, Secy. Deitch & Lamar Co., Office and Filing Devices, 418 Nebraska St.  
Secretary—JNO. O. KNUTSON, Merchandise Broker and Manufacturers' Agent, 308 Pierce St. Phones, Bell 1122; Auto. 1026.

Club Headquarters at office of Secretary.  
Luncheons every Monday at 12:15. Evening meetings 3rd Monday of each month. Luncheons rotate between The West, The Martin and The Jackson Hotels, evening meetings at The Martin or The West Hotels.

#### SOUTH BEND (Ind.).

President—CHAS. C. HERR, Herr & Herr, 111 W. Washington Ave.  
Secretary—E. T. BONDS, C. U. Tel. Co., 227 S. Main St.  
Meetings held every first and third Wednesday at 12:15 p. m.

#### SPOKANE (Wash.).

President—A. F. S. STEELE, Secy. Washington Water Power Company, Electric Light & Power. W. W. P. Bldg. Phones, Main 5171 and Maxwell 3510.  
Secretary—CHESTER L. WYNN, 503 Chamber of Commerce Bldg. Phone Main 107.  
Meetings held every Thursday at 12 m. at The Hall of the Doges, Davenport's.

#### SPRINGFIELD (Ill.).

President—O. G. SCOTT, Scott Coal Co., 327 S. 5th St.  
Secretary—R. F. BUTTS, Form Letters, Buckeye Sales Co., 502 Reich Bldg.  
Meetings held second Monday of each month at 6:15 p. m. at St. Nick Hotel.

#### SPRINGFIELD (Ohio).

President—W. E. COPENHAVER, Bauer Bros. Co.  
Secretary—JAMES S. WEBB, Gen. Agt. The Ocean Accident & Guarantee Corporation, Ltd. of London, England, 417 Bushnell Bldg.  
Luncheons every Wednesday at 12:15 p. m. at the Lagonda Club.

#### STOCKTON (Calif.).

President—NOEL H. GARRISON, Principal Stockton High School.  
Secretary—S. C. BEANE, So. Pacific Company, Sacra and Main.

#### SUPERIOR (Wis.).

President—J. C. CROWLEY, JR., Mgr. Peoples Telephone Co., 1013 Ogden Ave.  
Secretary—JOHN P. O'CONNOR, University Extension 13 Columbia Bldg.  
Club Headquarters, Hotel Superior. Phone, Ogden 224.  
Meetings each Wednesday at 6:15 p. m. at Hotel Superior unless otherwise ordered.

#### SYRACUSE (N. Y.).

President—S. H. COOK, Sales Mgr. Brown-Lipe-Chapin Co., Auto Gear Manufacturing, W. Fayette St. Phone, 7785. Residence, 502 Walnut Ave.  
Secretary—FRANK W. WEEDON, Entertainer, 36 Grand Opera House Block.  
Meetings each Friday at 12:15 p. m., excepting one Friday each month, which is an evening meeting with some special entertainment, at the Onondaga Hotel Rathskellar.

#### TACOMA (Wash.).

President—R. E. ROBINSON, Mgr. Sherman, Clay & Co., Pianos, Organs and Talking Machines, 928 So. C. St. Phone, M. 995.  
Secretary—G. B. WOODBRIDGE, Mgr. Cafeteria A-1, Fidelity Bldg.  
Club Headquarters at office of Secretary.  
Regular weekly luncheon at Tacoma Hotel every Thursday at 12:30 p. m.

#### TAMPA (Fla.).

President—J. T. MAHONEY, Rhodes-Pearce-Mahoney Co., House Furnishers and Office Fixtures.  
Secretary—L. D. REAGIN, Mgr. Glenn-Reagin Advertising Agency.  
Meetings held every Tuesday at 12:30 p. m. at Hillsboro.

#### TERRE HAUTE (Ind.).

President—PAUL BOGART, Davis, Bogart & Royse, Attorneys. 613 Trust Bldg.  
Secretary—LOUIS E. WEINSTEIN, Weinstein Bros., Men's Furnishings, 523 Wabash Ave.  
Meetings held every Tuesday at the Elks Club House.

#### TOLEDO (Ohio).

President—THOMAS A. DEVILBISS, Mgr. The Devilbiss Mfg. Co., Mfg. Atomizers, 1304 Dorr St. Phone 22x28

Secretary—HERBERT H. STALKER, Sec. & Treas. The Stalker Advertising Company, Inc., Advertising, 327-31 Colton Bldg. Home Phone, Main 2077.  
Club Headquarters, 329 Colton Bldg.

Weekly Club Luncheons will be held every Friday noon at 12 o'clock at the Hotel Secor.

Monthly meetings held on the third Tuesday of the month at such places as may be arranged for.

HOTEL: Secor, 300 rooms, 200 baths. Rates, \$1.50 per day and up. Wallick Bros., Props.

#### TROY (N. Y.).

President—JOS. A. LEGGETT, Pres. John Leggett & Son, Paper Box Mfrs., 2134 7th Ave. Phone, Troy 706-F-3.

Secretary—JAS. A. BEATTIE, Laundry, 607 Broadway. Luncheons every Tuesday at 1 p. m. at Hotel Rensselaer.

#### WACO (Texas).

President—J. M. PENLAND, Mgr. Waco Drug Co., 4th and Mary Streets.

Secretary—C. G. SNEAD, Mfr. Septozone, 2004 Lyle St.  
Meetings every Monday at 12:15 p. m. at State House Hotel.

#### WASHINGTON (D. C.).

President—JOSEPH M. STODDARD, Cook & Stoddard, Automobiles, 1138 Connecticut Ave. Phone, North 7810.

Secretary—HOLCOMBE G. JOHNSON, Mgr. Continental Casualty Co., 519 Southern Bldg. Phone, Main 6442.

Luncheons held at the Ebbitt House, 14th and F Sts. N. W., phone, Main 5083, 2nd and 4th Fridays of each month.

HOTEL: The New Ebbitt, 14th and F Streets. American, \$3.00. European, \$1.50 to \$4.00.

#### WICHITA (Kans.).

President—WILL G. PRICE, Pres. Wichita Business College, 113 No. Market St. Phone, Market 1878.

Secretary—GEO. I. BARNES, Barnes Reporting Co., Form Letters and Court Reporting, 1005 Beacon Bldg. Phone, Market 472.

Meetings of Club held every other Monday evening (except July and August) at place designated for each meeting.

Round Table Luncheons every Friday noon at Kansas Club.

#### WORCESTER (Mass.).

President—LEWIS M. McCALLUM, Secy. Parker Wire Goods Co., 1 Assonet St. Phone 4400.

Secretary—H. BURT SIMONS, Mgr. Western Union Telegraph Co., 413 Main St.

Luncheons every Thursday at 12:45 to 2 p. m. at the Bancroft (Rotarian) Hotel, in the Colonial Room. Monthly dinner and business meeting held on the third Monday in each month.

HOTEL: The New Bancroft. A new million dollar hotel. Rates, \$1.50 up. European plan.

#### Clubs Not Yet Affiliated in the Association.

##### BAY CITY (Mich.).

Secretary—C. H. FRANTZ, Center Ave.

##### BUTTE (Mont.).

Secretary—W. L. COSTELLO, Hennessy Bldg.

##### CORPUS CHRISTI (Tex.).

Secretary—WM. G. BLAKE, P. O. Box 846.

##### RALEIGH (N. C.).

Secretary—ALBERT S. COX, Attorney.

##### TOPEKA (Kas.).

Secretary—J. M. BRUNT, 5th & Kansas Ave.

##### TRENTON (N. J.).

Secretary—CHAS. F. STOUT, 38 E. State St.

### Canada.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

#### CALGARY (Alta.).

President—J. S. RYAN, R. G. Dun & Co., Mercantile Agency, 23 Thomas Block.

Secretary—DOUGLAS C. HOWLAND, Vacuum Cleaners, 105 6th Ave. W.  
Luncheons second and fourth Tuesday of each month at 12:30 p. m.

#### HALIFAX (N. S.).

President—JOHN C. GASS, Provincial Mgr. Imperial Life Assurance Company. Bank of Commerce Bldg. Phone 376.

Secretary—PEARL O. SOULIS, Pres. Soulis Typewriter Co., Ltd. Modern Office Devices. Cor. Granville & Sackville Sts. Phone 1426.

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The Rotary Club—San Diego  
416 Union Bldg.

Luncheons every Tuesday at 1 p. m. at Halifax Hotel. Monthly meetings 1st Tuesday in each month.  
HOTEL: Halifax Hotel, Hollis St. American, \$3.00 per day and up.

#### HAMILTON (Ont.).

President—RUSSELL T. KELLEY, Gen. Mgr. Hamilton Fire Insurance Co.  
Secretary—A. R. BELL, Mgr. The Garlock Packing Co. Meetings held Thursday at 1:10 p. m. at Young's Cafe.

#### MONTREAL (Que.).

President—H. LEROY SHAW, Mgr. Imperial Life Assurance Company, Life Assurance, 112 St. James St.  
Secretary—H. R. SWENERTON, Investment Bonds, Dominion Express Bldg.  
Club luncheons every Tuesday at 1 p. m. at Coopers Restaurant.

#### TORONTO (Ont.).

President—W. A. PEACE, Dist. Mgr. Imperial Life Assur. Company, 22 Victoria Street.  
Secretary—G. D. WARK, Secretary The Office Specialty Mfg. Co., Ltd., 97 Wellington Street, W.  
Weekly luncheons, every Friday at 1:10 p. m., Dunning's Hotel, 29 King St. West.

#### VANCOUVER (B. C.).

President—REV. E. L. PIDGEON, Minister St. Johns Presbyterian Church, 1859 Pendrell St.  
Secretary—W. P. KEARNS, Club Office, 511 Dominion Bldg. Telephone Seymour 845.  
Weekly Luncheons, 12:30 p. m. sharp, in the Elysium Hotel, 1142 Pender St., West.

#### VICTORIA (B. C.).

President—FRANK HIGGINS, Barrister & Solicitor, 1118 Langley St.  
Secretary—CAPT. T. J. GOODLAKE, 110 Westholme Hotel.  
Club luncheons every Thursday at 1 p. m. at Westholme Grill.

#### WINNIPEG (Man.).

President—J. F. C. MENLOVE, Dom. of Can. Guarantee & Accident Ins. Co., 706 Somerset Bldg. Phone, Main 2075.  
Secretary—C. J. CAMPBELL, Security Land Co., 8 Bank of Hamilton Chambers. Phone, Main 870.  
Semi-monthly evening meetings and dinners at Fort Garry Hotel at 6:30 p. m. sharp.

Clubs Not Yet Affiliated in the Association.

#### ST. JOHN (N. B.).

Secretary—ARTHUR PHILIPS, 167 Prince William St.

### Great Britain and Ireland.

Each Rotary Club extends a cordial invitation to all visiting Rotarians to attend its meetings and to call upon its officers and members.

#### BELFAST (Ireland).

President—W. H. ALEXANDER, Motor Merchant, 91 Donegall St. Phone, Belfast 974 and 1801.  
Secretary—HUGH BOYD, Atkinson & Boyd, Chartered Accountant, 72 High St. Phones, Belfast 2447 and 391.  
Luncheons, Monday from one to two p. m., the Grand Central Hotel.

#### BIRMINGHAM (England).

President—JOHN WEATHERHEAD, United Counties Bank, Ltd., Colmore Row. Phone, Central 2404.  
Secretary—W. STUART MORROW, Organizer, 59, County Buildings, Corporation St.  
Luncheon Mondays at 1:15 p. m. at Midland Hotel, New Street. Evening meetings third Monday at 7 p. m.

#### DUBLIN (Ireland).

President—JOHN P. MCKNIGHT, City Woollen Mills, Cork St.  
Hon. Secretary—WM. A. M'CONNELL, The Century Ins. Co., Ltd., 118 Grafton Street. Phone, 2983.  
Luncheons Mondays, 1:15 to 2:15. Evening meetings during winter months, usually on last Monday of month, Dolphen Hotel, Essex Street.

#### EDINBURGH (Scotland).

President—JOSEPH DOBBIE, S. S. C. Solicitor, 26 Charlotte Square. Phone, Central 5927.  
Secretary—THOMAS STEPHENSON, Pharmacist, Editor of "The Prescriber," 137 George St. Phone, Central 2387.  
Luncheons held every Thursday at 1 o'clock (except first Thursday of month). Monthly meeting, first Thursday of month at 7 p. m., Carlton Hotel, North Bridge, and Ferguson & Forrester's, Princes Street, on alternate months. No meetings held during August and September.

#### GLASGOW (Scotland).

President—JOHN WRIGHT, JR., John Wright & Son, Tailor, 130 St. Vincent St. Phone, Central 360.  
Secretary—JOHN A. KIRKWOOD, Stock Broker, 75 St. George's Place. Phone, City 8004. Telegraph address "Stag," Glasgow.  
Luncheons, Tuesdays at 1:15, Burlington House, 183 Bath Street. Monthly Meeting 3rd Tuesday in the month 6:30 p. m. at Ferguson & Forrester's, Buchanan St.

#### LIVERPOOL (England).

President—GEORGE J. PRATT, Pratt, Ellis & Co., Fishmarket. Phone, 1557 Royal.  
Hon. Secretary—AUGUSTINE RIED, Orford & Ried, Insurance Broker, 19 Castle St.  
Luncheons every Thursday at 1 p. m. at Hotel St. George.

#### LONDON (England).

President—D. F. COOKE, Solicitor, 17 Coleman St. E. C. Phone, Central 1645.  
Hon. Secretary—J. FALKINGBRIDGE PARKER, M. S. A. Architect, 18 Coleman St., E. C. Phone, Central 4089.  
Monthly meetings held the second Tuesday in each month at 7 p. m., and weekly luncheon every Wednesday at 1 p. m. at the headquarters of the club, Waldorf Hotel, Aldwych, W. C.

#### MANCHESTER (England).

President—W. H. BURGESS, Mgr. Messrs. Sutton & Co., General Carriers, 36 Fountain St. Phone, Central 6635.  
Secretary—CHAS. B. PENWARDEN, Albion Hotel, Publicity Specialist. Phones, City 3966; Altrincham 1330.  
Headquarters, Albion Hotel, Piccadilly.  
Club luncheons are held every Thursday at the Albion Hotel at 1 o'clock. Monthly dinners at the Albion Hotel each month on alternate days, first Thursday, Friday, etc., in the month. No dinners in August or September.

## THE ROTARY LUNCHEONS.

(Concluded from page 51.)

a lack of general acquaintance among business men, a lack of knowledge of what others were doing or were capable of doing.

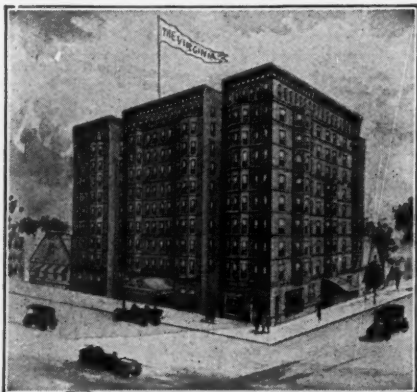
Latterly we have been breaking down that isolation, we have been exchanging ideas and gaining a better comprehension of our opportunities and not only of our material resources, but of our intellectual resources and talents. One of the agencies in bringing this about is this Rotarian plan of coming together at stated times for so commonplace a matter as the mid-day luncheon. The intellect-

ual part of these occasions may be weighty or it may be otherwise, but it furnishes a forum for the discussion of public and business questions, it livens up and broadens all who attend, and it diverts, to some extent, the mind of each participant from its own narrow channel into the broader channel of the general activities of the city, and brings him into closer relations with the general current of business and civic life.—The Reading (Pa.) Herald.

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[NORTH SIDE]

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If you want our meetings to be snappy, entertaining and instructive, you will help make them so.

\* \*

When our President tells you to get up a paper on the relation of your business to our business family, you will do it instead of babbling "Oh, shucks, Bate, I can't talk and I have nothing of interest or value to tell the fellows—get someone else!"

\* \*

If you actually can't talk and have nothing of interest or value to give us, for the sake of common decency get out of the club and don't block the way for your more intelligent competitor.

\* \*

If, on the other hand you have a potential message for us and won't deliver it because you are too damned lazy and hope Bate will get sick of asking you, if only you procrastinate long enough; then you ought to be kicked out of the club, because you are devoid of Rotary morality.

\* \*

You can't get away from that—if you are fit to belong to Rotary you have something to tell us; if you have nothing to tell us you are not fit to belong to Rotary.

\* \*

As for this "can't talk" excuse, it's just plain poppycock.

\* \*

Some of the finest orators the world has ever listened to would bite a syllable into six pieces when they first started. And you can bet they didn't eventually learn how to move men's minds by being afraid to try.

\* \*

The only way to learn to talk on your feet is to talk on your feet—and the longer you put it off the longer it will be before you learn.

\* \*

If a bunch of you don't learn pretty soon, the Health Department will step in and make us bury this club in the interests of the public health.—Duluth Spokesman.





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## THE NEED OF BETTER HOUSING CONDITIONS

By Lawrence Miller

Real Estate Member, Dallas, Texas

*(This is one of the Trade and Professional Section Articles. Others will be printed from time to time.)*

THE need of better housing conditions in American cities was one of the important topics discussed by the Real Estate Section at the International Convention in Houston. It was the unanimous opinion of the real estate men in attendance—from Seattle to Atlanta and from Peoria to New Orleans—that there was a crying need in all the larger cities of our country for better housing conditions. This opinion found expression in a resolution which was submitted by the Real Estate Section to the General Convention, recommending the strict enforcement of laws concerning housing conditions and the enactment of laws in those states and cities where they were not already on the statute books.

It is a movement worthy of the serious consideration of all public-spirited men, and opens up an opportunity that is almost, if not quite, new to philanthropists and social reformers seeking to do a great good for humanity in a most practical way. Modern, well constructed, sanitary houses, the enactment of ordinances enforcing the connection of all houses with sanitary sewers, the daily burning or carrying-off of all trash, slops and debris, the paving of streets and alleys, are but a few of the things that can be made to come to pass through the enactment and enforcement of proper laws and the awakening of an enlightened public appreciation of the value of these things, not only to the poor people but to the health and happiness of the whole community.

It is hoped that the real estate men especially, among the various clubs, will actively take up the matter of better housing conditions in their respective cities. They will find plenty of public-spirited men to second their efforts, and in this way a great step will be taken in the advancement of American civilization.

*Some of the Active Workers in the ROTARY CLUB of NEW YORK*

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*Philadelphia Wants You in 1917.*

## REPORT OF THE SECRETARY OF THE ROTARY CLUB OF PITTSBURGH.

July 1, 1913 to July 1, 1914

### *To the Rotary Club of Pittsburgh:*

The last year has been the one hundred per cent year for Rotary in Pittsburgh; in membership, activity, finances, Rotary spirit and co-operation there has been a successful forward march. The year stands out more emphatic in its results when we look back to the year that preceded and find an organization that consisted of little else than a good name and about seventy-five good fellows imbued with the spirit of Rotary. The activity of this small group has made the Rotary club of today.

The attendance at the weekly luncheon has changed from an average of 35 to 85, and the evening meetings have been well attended. During the year we have shown our hospitality by entertaining the Rotary Clubs of McKeesport and of New Castle. Every phase of the club work has been commendable. We now have a good, efficient, business-working secretary's office, where information regarding club affairs can be quickly furnished the membership.

An important factor that has developed great interest in the club during the past year, has been our weekly publication, "Live Steam," for which we owe a debt of gratitude to its editor, Mr. W. L. DeCoursey. The publication has been well appreciated by the members as an advertising medium, and we believe it has fully remunerated the advertisers as well as assisted the club in carrying on its work.

During the year there has been brought into existence a Roster that has received favorable commendation from Rotary clubs all over the country. The Buyer's Guide, an auxiliary publication to the Roster, has also been placed at the disposal of our membership.

Your secretary has been greatly assisted in his work by the promptness and efficiency of the club treasurer, Mr. Frank Wilbur Main, has had the co-operation of the entire club membership, and has never experienced a better feeling of good fellowship, combined with good business, than has been found in the harmonious working of the officials and the board of directors of your club.

Taking the year as a whole, it has been a noteworthy one for Rotary in Pittsburgh, and

*(Concluded on page 113.)*

HE WHO PUTS MOST INTO ROTARY gets most out. He who puts most into his business—most quality effort—most sincerity of purpose—gets the greatest results. We used ROTARY principles long before ROTARY was born.

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Quality that rotates satisfaction.

**NATIONAL PAPER BOX CO.**  
Kansas City, Mo.

HOW?

Why, by using the

**Classified Dept. of THE ROTARIAN**

—OF COURSE

## A Forecast, by Frank Higgins

(Concluded from page 52.)

Rotary offers a stimulating incentive to do the right thing for it assures man that substantial and lasting profit to himself may be gained, only, by improving the kind of service that he renders to others in the work days of his life; and it is obvious that as Rotarians improve this quality of service they unconsciously elevate those with whom they come in contact; for no man can do good

without leaving an imprint on some one or more of his fellow creatures.

Does not Rotary, in itself, contain the beneficial influence of all known religions and creeds, with the added virtue of enabling mankind to gain the reward of merit here, tinctured with a belief that it will be recognized in the hereafter? Why then waste words by attempting to classify and label it as a religion or a creed?

Having a virile and animated strength, it is to be feared, if Rotary be made merely to rotate within the wheels of the various clubs, that it will in time, by its own force, wear itself out, but, if it be preached and taught to and pressed into the hearts and minds of the whole human race, it will grow and expand and its force will never be spent.

A review of the upward trend of civilization shows that in each nation that has passed through a national crisis, in the course of its development, there has been evolved some measure which has acted as a surcease to the subjects of that nation and brought order out of chaos.

The unparalleled increase in the number of new sects, orders and isms, in the world within the last few years, and the obliteration of many of them in a short time, is evidence of the growing unrest of humanity and demonstrates that the people are groping for some elevating force to which to cling, but having become essentially practical they will not accept a set program for their betterment unless it will stand the test of practical application.

Those who have passed through the melting pot of Rotary must feel that Rotary has a message to convey to mankind, which, if listened to and absorbed, will give comfort and support to those who are conscientiously striving to attain the higher things that life holds.

It seems to be opportune to send forth this message to the world, to make the word "Rotary" work up to the light and symbolize the highest form of earnest endeavor.

It surely cannot be fantastic imagery to predict, if Rotarians have faith in their principles and work with one common purpose to impress that faith on the world, that it is possible to make Rotary the vital pulsating force for the uplift and guidance of humanity.

### A Rotarian Military School For Your Boy! WHY?

Because the United States War Department, after a most rigid inspection of all the good military schools in the country, has designated the

## Kentucky Military Institute

The school with a winter home in Florida

### an "HONOR SCHOOL"

which means it is one of the best ten, "The Big Ten," military schools in the United States—leaders, just like Rotary Clubs are leaders among business organizations.

The Kentucky Military Institute was founded in 1845, and has always maintained an honorable record. In 1906 it originated the idea of transporting by special train the whole school to Florida for the winter months. We now own a \$60,000 plant near Eau Gallie on the famed Indian River, thus giving its cadets the inestimable benefit of an all year round out door life with no interruptions of the academic work. Fixed charges including Florida trip, \$500.

For catalogue and full information address

Rotarian Supt. K. M. I., LYNDON, KY.  
Member of Louisville Rotary Club.

### Nebraska Military Academy, Lincoln

A first class boarding school for Rotarians' Sons. Healthful location, fireproof buildings, splendid care and instruction. Prepares for college and business. For information and catalog address

B. D. HAYWARD, Superintendent,  
LINCOLN, NEBRASKA.

### WECKLER BOAT COMPANY

Designers and Builders

Runabouts, Cruisers and Hydroplanes  
Working Boats

2735 Irving Park Blvd., CHICAGO, ILL.



A MEYERCORD Window Sign in Miniature  
Actual Size 11" x 16"  
12 colors and gold

## Let people know where they can obtain your Products

by

Putting your advertisement on  
every dealer's window

Many an advertising campaign has failed to obtain the fullest benefit because the prospective buyer's interest was lost when he failed to readily locate the dealer who handled the advertised product in his home city.

Even if you are not an extensive advertiser, the same principle applies. Unless people know where your *products* can be obtained, your output will be limited to the personal efforts of dealers on their regular customers.

### Meyercord Decalcomania Transfer Window Signs

prevent this. A striking attention-compelling Sign can be put on every one of your dealers' windows, where it will be sure to attract the attention of thousands every day. It can be made so inviting that even if your *product* is practically unknown, people will be drawn into the stores to investigate and the dealer will complete the sale. Night and day the Sign drives home the advantages of your product. MEYERCORD TRANSFER WINDOW SIGNS are made in *pure oil colors and gold* in open-lettered or sign-writer's effect.

#### Let Us Make a Design for You

Send us your trade-mark or selling phrase. We will make up a *Decalcomania* design for your approval. You can then see how attractive, how sales-compelling such advertising can be made. These Signs cost but a trifle and the money invested will come back to you a hundred fold.

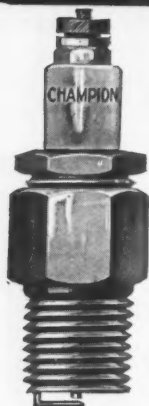
WRITE US TODAY.

**THE MEYERCORD COMPANY, Inc.**

Chamber of Commerce Building

CHICAGO, ILLINOIS

# You Will Do Better In TOLEDO



## CHAMPION Spark Plugs Give Service

"Champion O" for 1914 Overlands, \$1.00, all dealers.  
"Champion Long" for 1910-11-12 and '13 Overlands, \$1.00, all dealers.  
"Champion X" for Fords, 75c. 75% of American cars, including Ford, Overland, Studebaker, Maxwell, and Metz, are factory-equipped with Champions. Like Rotarians, Champions are the "best on earth."

**The Champion  
Spark Plug Company**  
Toledo, Ohio

## Gray Iron Castings

QUALITY  
SERVICE  
PROMPTNESS

Write Us Your Needs

**Lewis Foundry Company**

4080 Detroit Avenue  
Toledo, Ohio

Drink sparkling, "Cherryallen" At all fountains, 5c  
tasty

**You Get the Best**

High Speed Drills,  
Reamers, Cutters, or  
Lathe Tool Bits

When You  
Buy From The  
**Toledo Drill  
& Tool Co.**  
Factories Bldg., Toledo, Ohio.  
Write us.

## DeVILBISS PERFUMIZERS

always  
please

May  
be  
had

at your favorite shop



## HAVE YOU A MAIL ORDER PROPOSITION?

We would like to connect with a manufacturer owning a good mail order article. We have done more Mail Order business than most advertising agents, and say frankly that we are good at it. We can sell your goods through agents or direct. Write us for ideas.

**THE STALKER ADVERTISING COMPANY, Colton Bldg., Toledo, Ohio**

## GLASS

Plate and window; skylight and ornamental; manufacturers of mirrors, art and beveled plate glass; importers of French picture glass; metal store fronts. Communicate with our nearest branch.

**The Toledo Plate and Window  
Glass Company, Toledo.**

Detroit Grand Rapids, Mich. Cleveland

## CEMETERY MONUMENTS

OF ALL KINDS AND SIZES  
AND MATERIALS

GRANITE MARBLE AND BRONZE

ERECTED ANYWHERE

WRITE FOR CATALOG

**LLOYD BROS CO. TOLEDO, O.**

(Conclusion of Pittsburgh Report from page 108.)

your outgoing Secretary has but a single wish for the coming year; and that is, that it may even throw a shadow on the success of the past year. Respectfully submitted,

P. S. SPANGLER,  
Secretary.

# THE SONG OF THE SILENT SIMP.

**H**E came around each Week and sat,  
Beside his Bosom Friend to chat,  
About the Score he made last week,  
And how he Teed without a Cleek.  
He never passed his Mitt around,  
He never made a Boisterous Sound,  
Nor slapped his Fellows on the back,  
Nor dared to call them "Bill" or "Jack."  
He didn't think it quite "Au Fait,"  
To greet Grown Men in such a way.  
To Laugh and Shout and make such Noise,  
Beseemed not Men but half-grown Boys.  
And so he "Mistered" everyone,  
And held aloof from all the Fun.  
As time went on he felt Aggrieved;  
The Club was not what he'd Believed,  
And though he came each week to Lunch,  
He got no Business from the Bunch.  
He wondered why one who Attends,  
Should not make many "business" Friends.  
He told Jim Liveone of his Woe,  
And asked why he was Slighted so.  
"Dear Silent Simp, how could we know,"  
Said Jim, "that you were feeling So?  
You've never loosened up enough,  
To hand us even Sob-Sob Stuff.  
Just try the Glad-hand Stunt a while,  
Unstarch your face and dare to Smile;  
Stick out your Mitt, uncork a Joke,  
If no one laughs no bones are broke.  
Just hail the Gang as 'Tom' and 'Joe';  
Come half the Road, the rest We'll go.  
Your 'business friends' give me the Weeps,  
In Rotary we're friends for keeps.  
Now put your Dignity on skids,  
Come on, and be one of the Kids."  
The Silent Simp saw How and Why,  
And now they hail him "Howdy Si".  
—H. U. N. in The (Minneapolis) Rotary  
Tribunette.

**"C & C"**  
(Cantrell & Cochrane)  
**Ginger Ale**

*The  
Champagne  
of Ireland*



Over fifteen centuries ago St. Patrick's Well in Dublin was famous throughout Ireland. To-day the waters of this historic well are drunk the world over in "C & C" Ginger Ale. "C & C" has the life, the sparkle, the delicious crispness of champagne, without the fire. See that you have "C & C" at the Club weekly luncheon and the monthly dinner and order in a dozen of "C & C" for your home.

Made by CANRELL & COCHRANE, LTD.

(Established 1852.)

# QUALITY

"MORRISCA" Brand Fishing Tackle and Gut and "Morrisca" Brand Surgical Gut are as perfect in every particular as it is humanly possible to produce.

The "MORRISCA" specialties are made by expert Scottish workers (the acknowledged leaders of the craft) who apply scientific principles to the very finest materials.

The manufacturers are Messrs. Morris Carswell & Co., Ltd., Glasgow, Scotland, who are represented in the Glasgow Rotary Club by Mr. Wm. McCall, Managing Director. Jobbers should apply for terms and all information to Mr. H. Smail, Duane Street, New York.

ROSTER  
OF THE

## ROTARY PRINTERS SECTION

## OF THE INTERNATIONAL ASSOCIATION OF ROTARY CLUBS.

These printers particularly are helping to support their magazine and are in turn entitled to your support. Refer your traveling men and branch managers to them. Write to your friends in their cities and recommend these firms to them.

**BALTIMORE**—Wm. W. Burnett.  
Jno. S. Bridges & Company,  
26 South Charles Street.

**BIRMINGHAM**—John C. Henley, Jr.  
Birmingham Publishing Co.

**BUFFALO**—David L. Johnston.  
J. W. Clement Company,  
80 Exchange Street.

**COLUMBUS**—Walter J. Sears, President.  
Warner P. Simpson, Vice President,  
The Sears & Simpson Company.

**DALLAS**—Fred E. Johnston.  
Johnston Printing & Adv. Co.,  
1804 Jackson Street.

**DENVER**—E. W. Brooks.  
Smith-Brooks Printing Company,  
1733 California Street.

**DES MOINES**—A. P. Rainsburg.  
Register & Leader.

**JACKSONVILLE**—R. T. Arnold.  
Arnold Printing Company,  
224 East Forsyth Street.

**KANSAS CITY**—Frank T. Riley.  
Frank T. Riley Publishing Co.  
414 East 5th Street.

**LOS ANGELES**—George L. Ralston.  
Ralston Printing Company,  
206 New High Street.

**MILWAUKEE**—Martin C. Rotier.  
Meyer-Rotier Printing Company,  
114 Michigan Street.

**NEW YORK CITY**—Wm. Gettinger.  
Eaton & Gettinger, Inc.,  
133 East 16th Street.

**PEORIA**—Louis J. Schwab.  
The Review Press,  
336 South Jefferson Ave.

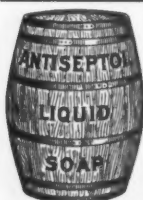
**SYRACUSE**—F. N. Spaulding.  
Law Printer,  
514 Wieting Block.

Rotarian R. T. Arnold (Distinctivulity the First) of Jacksonville, Fla., and Rotarian George L. Ralston (Distinctivulity the Second) of Los Angeles, Calif., volunteered to establish a directory of printers in Rotary.

They have divided the United States at the Mississippi River. Rotarian Arnold is in charge of the eastern division and Rotarian Ralston the western division. Write them for particulars.

# Have You Read THE MESSAGE?

On Inside Back Cover.



## WORLD'S LARGEST EXCLUSIVE MANUFACTURERS OF LIQUID SOAP

Your cost of furnishing cake soap is excessive; due to the amount wasted and its high cost to manufacture. (It must be formed, wrapped, packed and rehandled a dozen times.) You can furnish a better soap, eliminate all waste, improve the appearance and sanitary condition of the wash room at a saving. Ask us for particulars.

**ANTISEPTOL LIQUID SOAP CO.**

564-72 W. Randolph St.

CHICAGO



**SMITHEREEN  
COMPANY**  
INCORPORATED



4523 Cottage Grove Ave., CHICAGO

*The Only Practical Soap  
Fountain on the Market*

### OUR PRODUCTS

Insecticides, Disinfectants  
Liquid Soap and Fountains  
Metal, Furniture and Floor Polishes  
Sweeping Compound, Floor Brushes  
Fire Prevention Apparatus  
Send for Our Catalog  
(H. H. Gage, Rotarian)

### ROTARIAN TRAINS BETWEEN LOS ANGELES AND THE EAST

**LOS ANGELES LIMITED**—Solid to and from Chicago every day via Salt Lake Route, via Union Pacific, and Chicago & Northwestern Ry.

**PACIFIC LIMITED**—Solid to and from Chicago every day via Salt Lake Route, Union Pacific and Chicago, Milwaukee & St. Paul Ry.

#### THE BEST SERVICE WITHOUT EXCESS FARE

For information see any ticket agent, or General Agents of Salt Lake Route, Woolworth Bldg., New York, 807 Merchants Loan & Trust Bldg., Chicago, 819 Oliver Bldg., Pittsburgh, 680 Market St., San Francisco, 601 S. Spring St., Los Angeles.

T. C. PECK, General Passenger Agent, Los Angeles—A Rotarian.



## THE LATEST NEWS FROM SAN FRANCISCO ABOUT THE GREAT PANAMA-PACIFIC EXPOSITION.

**A** PANORAMIC reproduction of the Grand Canyon of Arizona is being built at the Panama-Pacific International Exposition at a cost of over \$300,000. Over fifty thousand square yards of linen canvas, imported from Scotland, are being used for the set pieces. Visitors in this concession will view the panoramas from observation parlor cars, moved by electricity on an elevated trestle, seemingly along the rim of the canyon. The observer will be enabled to see eight of the most distinctive points of the canyon and the ride will last over half an hour, including, apparently, a journey of more than one hundred miles of the great gorge. Every resource of modern science is employed in the work of reproduction.

Ten of the eleven exhibit palaces are completed and the eleventh, the Palace of Fine Arts, will be ready soon. Festival Hall and the Press Building are nearly completed. The great courts are receiving sculpture and paintings and the "Court of the Four Seasons" is finished.

The Honduras, Canada and Idaho buildings are finished and those of New York, Oregon, Sweden, Bolivia, Pennsylvania, North Dakota, Indiana, The Philippines, Hawaii, Maryland, Ohio, Illinois, Virginia, Washington, Wisconsin, the Netherlands, China, Kansas and Massachusetts are well along and will be ready in a short time.

In "The Zone" three of the many concessions are completed and twenty-one are in various stages of progress with many others only a few weeks from readiness.

The mile race track is graded. The polo field is ready for the referee's whistle and the third of a mile oval cinder track with the quarter of a mile straight-away, is receiving the final coat of cinders. The amphi-theatre for 18,000 persons has been begun. A 435 foot steel "Tower of Jewels" is receiving its covering of 125,000 jewels. Barns for the great live stock entries are under roof, and the level roadways are receiving the asphalt. Trees of all climes are in place along the drives, every part of the grounds is alive with the exposition colors, the yacht harbor is ready, and the great California Host Building is soon to be dedicated. The daily attendance is far above 1,000 with an established Sunday record of 7,054.



### Tear off the Blindfold!

**Success—Bigger Income  
Lie Within Your Grasp**

Right now, at the beginning of this new year, tear the blindfold from your eyes and learn where success lies. Quit groping in the dark. See the big things you want—the things others have obtained. Go get them!

#### Sheldon Will Help You Win Success

Sheldon will teach you that success is evolved from within yourself—that it means development—and development embodies but four things.

These four things form the basis of the Sheldon Course—the Science of Business Building. 60,000 men have profited by it. Some of the largest business institutions have applied its principles successfully to their problems. It's your turn now and the famous

#### Sheldon Book Tells the Whole Story

It shows you how the latent power within you can be developed by yourself—how you can build your own business if you are an employer or command a greater salary if you are an employee.

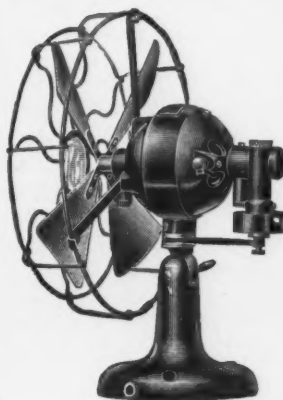
A postal or a letter will bring you the Sheldon Book and full information—free. 94

### THE SHELDON SCHOOL

422 Gunther Bldg.

Chicago, Ill.

## Buy Fans NOW



New Mesco D. C.  
Oscillator.

If you ever intend to buy a fan do it now. Prices are right—the big wild scramble for fans is over and we can guarantee prompt deliveries.

Booklet and prices on request.

### Manhattan Electrical Supply Co.

Rotarian F. M. Pierce, Mgr.

114 So. 5th Ave., Chicago

New York

St. Louis

San Francisco

## Wasting and whittling

go hand in hand in organizations using wooden lead pencils.

Every clerk who whittles a lead pencil wastes a part of *your* valuable time.

He also uses up your lead pencils faster than you have a right to let him.

A Blaisdell Paper Pencil requires no whittling and it outlasts several ordinary wooden pencils.

You are losing somewhere between one-fourth and one-third of your pencil costs (saying nothing of clerks' time) by failing to adopt Blaisdells.

Prove it? *Sure*, if you write us!

Blaisdell 151 is the most widely used and popular blue pencil in the world. Order by number from your stationer.

Pencils specially imprinted for advertising purposes.

**Blaisdell** Paper Pencil Company  
PHILADELPHIA

Member Philadelphia Rotary Club

## Our Opportunity

A Message to the Rotary Club of Tacoma and to All American Business Men

By E. T. Wilson

Vice-President, The National Bank of Tacoma

**W**HILE the Old World countries are filled with bloodshed and carnage, the United States occupies the unique position of purveyor to them all. With abundant crops of every kind, great factories with the fires already lighted under their boilers, with unlimited raw material for every line of manufacture, and with South American, European and Asiatic markets requiring our goods, there is no reason why prosperity should not be ours in the coming months.

As an indication of what may be expected, within a few days a single company of shoe manufacturers in Massachusetts has received an order for 235,000 pairs of shoes for the use of the French army, delivery to be made in twenty days. For the first time in the history of our country, representatives of Eastern manufacturers are systematically invading South America in search of some of the business heretofore going to Germany and

England. Congress has acted promptly in passing the necessary financial legislation to make impossible a recurrence of the panics of 1893 and 1907, and none but the foolishly nervous can doubt the ability of our banks to handle the situation in a satisfactory manner. An amendment to the navigation laws so that foreign ships may be purchased and placed under American registry will provide the necessary transportation facilities, and should result in giving an impetus to all lines of manufacture from the Atlantic to the Pacific Coast.

Tacoma, more than almost any other city in the country, is in position to profit by the conditions outlined above. With its excellent harbor and shipping facilities, its established reputation as an export city, its splendid sites for new factories, its cheap electric power and its inexhaustible supply of raw material, it has a great advantage in the coming battle for commercial supremacy.

# Low-fare summer excursions California

Spend your vacation at  
Grand Canyon of Arizona  
and Yosemite.

Camp out—climb peaks—  
go down canyon trails—see  
the Indians—and rough it  
“de luxe.”

The Santa Fe offers you—

Four trains a day to California.

Double track half the way.

Block-signal safeguards.

A dustless roadbed.

A cool ride a mile up in the sky.

Fred Harvey meals.

And that world-wonder, the Grand Canyon.

Ask for our summer travel publications.

Geo. T. Gunnip, Gen. Agent

78 E. Jackson St., Chicago

Phone, Harrison 4820 or Auto. 64-950



The only line to both 1915 Panama Expositions—  
San Francisco and San Diego

## CASH for BALED PAPER

### YOUR PRESENT LOSS

All the waste paper, rags and straw you now burn is dead loss. When baled there is a ready market for it and good prices.

### Stops a Big Waste



*We will tell you where to dispose of all your waste paper, rags, straw and excelsior at the highest prices*

**ALL STEEL**  
**Schick**  
**FIREPROOF**

is a ready receptacle for all your waste paper, as safe a place to keep it until you have a full bale as a fire-proof vault. It reduces your fire risk and reduces your insurance rates.

### Danger in Delay

You assume an unnecessary Fire Risk every day that you save waste paper around in crates, boxes or barrels until you have time to burn it.

A better way is to sell all your waste—make a profit on what is now dead loss. Get a Schick All Steel Baling Press and turn your waste to profit—eliminate your risk.

We have a contract to furnish all post-offices in the U. S. for 1913 and 1914 with Schick All Steel Balers.

Write today for Catalog "R."

**Davenport Mfg. Co.**  
Davenport, Iowa

## J. C. McMICHAEL, Inc.

### GENERAL ADVERTISING AGENTS, Atlanta, Ga.

Our specialty is handling large Advertising Accounts in the southern states where we know conditions, and how to secure best results for money expended. Correspondence solicited.

Represented in Atlanta Rotary Club.



## Complete Launch

With Engine Ready to Run **\$94.50**

16, 18, 20, 23, 27, 28 and 35 footers at proportionate prices, including Family Launches, Speed Boats, Auto Boats and Hunting Cabin Cruisers. We are the world's largest Power Boat Manufacturers. A NEW PROPOSITION TO DEMONSTRATING AGENTS. Sixty-four different models in all sizes ready to ship, equipped with the simplest motors made; start without cranking; only three moving parts; ten-year-old child can run them. Boats and engines fully guaranteed. 12,500 satisfied owners. Write today for large Free Illustrated Catalog. DETROIT BOAT CO., 1066 Jefferson Ave., DETROIT, MICH.

## An Income for Life

An Orange-Pecan orchard on the Gulf Coast of Alabama means a lifelong income and a home for old age. No experiment; bearing groves prove this. We plant 500 Satsuma orange and 100 Paper-Shell pecan trees on each five-acre orchard, and develop five years. The Satsuma oranges get results the 3rd year; the Pecans will pay dividends for generations. Monthly payments, no interest, and a life insurance feature that protects you against loss of money paid in. A postal brings you full particulars. SEND IT TODAY.

E. S. BRADEN, 1008 Otis Building, Chicago.

(Member of Chicago Rotary Club)

## JOHN GERTS

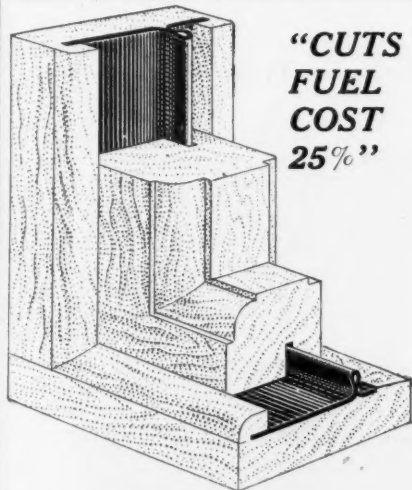
1556 DAYTON ST.  
CHICAGO, ILLINOIS

—MANUFACTURER OF—

## Piano Stools and Benches

We are in business to serve. The better we serve you, the more successful we both will be. May we serve you?

**BYRON O. JONES, Manager**  
Member Chicago Rotary Club.



**THIS ILLUSTRATION SHOWS  
DURAMETAL WEATHERSTRIP**

**Fitted to the Side and Sill  
of a Sliding Window.**

**"CUTS  
FUEL  
COST  
25%"**

## **EVERY ROTARY CLUB WANTS A METAL WEATHERSTRIP MEMBER**

**¶ We want agents, so let's apply our Rotary motto to the case—a member of your club secures a splendid money-making proposition, and we secure a good agent.**

The man we want should be a wide-awake carpenter contractor or, at least, should know something about building construction and carpenter contract work. Very little capital is required but he must make some investment of his time and ability in getting started. The profits are good and the larger part of the work comes in the fall and winter when other work is quiet. We give him a selling plan that is a proven winner, and our thorough co-operation. The business is growing faster than any business in the country.

Give your suggested name to the Secretary of your Club. He knows about us. We will do the rest.

*Durametal Weatherstrip Co.*

**8 EAST AUSTIN AVE., CHICAGO**  
(J. D. PIERCE, Chicago Rotary Club Member)

## **Good Fellowship**

**By Norman H. Johnson**

**Member Rotary Club of Richmond**

**T**HE creeds of man are an expression of his belief. There is no creed of any religious body that does not better man by its adoption. He is better by the acknowledgment of a superior power. His belief is formed by the early training of a devoted and loving soul. He may change the mere form in later years but the first thoughts implanted by the mother love become the abiding hope for time to come.

In early manhood, he seeks good fellowship. He is still the babe possessed with all the elemental characteristics of good and evil, love and hate. As maturity ripens and impetuosity of youth is worn away, he broadens his vision, acknowledges his weaknesses, and looks for the best.

The shrines, the temples, and the sanctuaries of life live in the hearts of good men. We forget the form and pass all creeds for the open heart, the honest purpose and the countenance of cheer and sympathy. Rites and religion aim to one common goal and blend in eternal love everlasting faith, liberal charity and universal goodwill to man.

Narrowness, jealousy, envy and all uncharitableness live beyond the bounds of any creed. They torment the soul with all the horrors of the life that is and kill even the courage to seek solace in the life hereafter. Good-fellowship is the joy of today and the hope of tomorrow. Rotary is the password, the hearty hand, the spirit of cheer, the open door to good fellowship.

"MADE BY MEN WHO KNOW HOW"

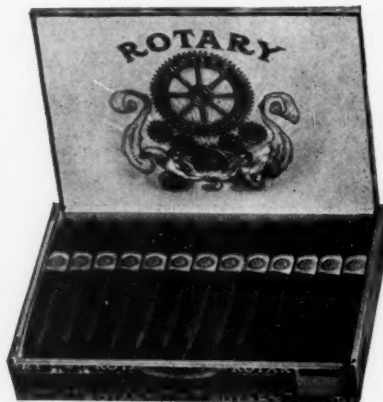
## Made in Bond

Under U. S. Govern-  
ment Supervision

GUARANTEES AN ABSOLUTELY  
CLEAR HAVANA CIGAR

MADE IN SIXTY SIZES

ROTARY CIGAR DEALERS  
YOU NEED THIS LINE



## Quiros, Villazon y Ca

TAMPA,

::

::

::

FLORIDA

**R**OCK ISLAND (Ill.) Rotary Club has started off early in its career to be of value to the city of Rock Island. A committee was appointed and made a trip through the factory district of the city with the object of ascertaining the needs of better street improvements. An effort will be made to secure these and to accomplish the providing of various better facilities for the factories, including matters of fire protection and transportation.

**D**ULUTH (Minn.) Rotary Club is to be advertised in a unique manner, if the proposal of Rotarian E. J. Filiatrault carries, to send an aerial yacht in an all-water flight from Duluth to San Francisco in 1915. Murrell Ellis of Duluth is the man who is to take the yacht from Duluth down the Great Lakes—in the air, of course,—along the St. Lawrence River, down the Atlantic Coast from the Gulf of Mexico, Panama Canal and the Pacific Coast to the exposition at San Francisco. Literature pertaining to Duluth and northern Minnesota is to be distributed along the route.

## LAWRENCE WAREHOUSE COMPANY

OAK-  
LAND



CALI-  
FORNIA

Your business in California should increase greatly in the next few years. We may be able to help you. Our entire plant, wharves, warehouses, railroad sidings, pool car department and office are at your service. Write to us.

### MORE OR LESS PERSONAL.

Houston's claim to "the world's largest Rotary club" is soon to be challenged by New York City, which considers that with a little attention to the matter it can easily take and hold first place.

About forty Rotarians recently assembled at the office of the Chattanooga (Tenn.) Plow Company and were taken through the immense plant. During the investigations, the Rotarians found many modern machines for producing, finishing and assembling goods at a great saving in time, labor, and money over the old methods. Rotarian Howard Mitchell, secretary and treasurer of the Chattanooga Plow Company, acted as host and distributed pencils, smiles, and "Chattanooga made" cigars.

Toledo Rotarians and their wives have been invited to attend the first ladies' night meeting of the Akron Club on October 12th. Arrangements will be made for the entertainment of all visitors at the homes of Akron Rotarians.

International President Mulholland will be the guest of honor and principal speaker. Mrs. Herbert Stalker is also on the program for a talk to the ladies.

In Davenport (Iowa) the Rotarians started the annual Beautiful Home Contest rotating. Twelve hundred people entered in the contest and at the present writing only one hundred entrants have been left in the running. The process of elimination lasted six days and standings are based upon the percentage of improvement. Photographs were taken of the premises which figured strongly in the final selection for prize winners, and some time in September, the usual public Rotary meeting will be held in some large auditorium where the views will be thrown on the screen and prizes awarded.

The Rotary Club of Davenport has made a change in its policy regarding newspapers. Each publication is now entitled to honorary membership.

### WHAT TO DO IN ROTARY.

"Cultivate the intimate acquaintance of each member. Not for selfish business reason but that each may be better able to do full justice to the other.

"To be a good Rotarian you must be a live one! That means not necessarily a noisy one, but one who can soak up a lot of true Rotary Spirit and pass it around."

### Let Us Read the Papers for You

Clippings of every kind and character from the press of the Pacific Coast furnished at reasonable rates.

**Dake's Press Clipping Bureau**  
432 S. Main St., Los Angeles, Cal.

### A PRESS CLIPPING BUREAU

of great value to you if you sell to the consumer or the trade in the great Northwest.

#### POLLOCK'S

710 Temple Court Minneapolis  
[Member Minneapolis Rotary Club]

### DELICIOUS

## Peanut Confection

With Cocoanut Added

5c



I asked  
"Candy"  
Dula what a  
Rotarian was.

Said he, "A man who makes the best of everything and wants everything the best."

"Tip 'em off to Peconut," says I.

Ask your dealer, or send 5c for package and dealer's name.

Each package contains United Profit Sharing Coupon.

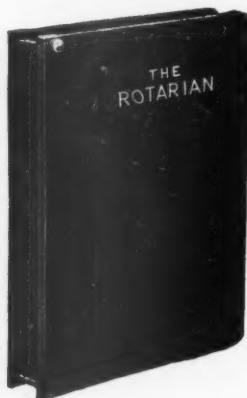
**Westmoreland  
Candy Company**  
Richmond, Va.

(Member of Rotary Club).



"Willie Wise"  
and his Pe-  
conut smile.

## Preserve Your Copies of THE ROTARIAN



*In a thoroughly practical and satisfactory binder which we can furnish you at a reasonable price.*

**T**HIS is the only binder we know of that will quickly and securely bind each issue as published and bind one magazine or a complete file without mutilating the copies in any way—such as punching, gluing, lacing or attaching something to them.

No strings, clamps, springs, locks or staples required. This binder always has the neat appearance of a substantially bound book and the magazines are as readily read as a book of the same size, *no matter whether there be one or a dozen copies in it.*

It retains its shape. It never gets out of order. There is nothing complicated about it.

By special arrangement with the manufacturer we can supply these binders, with lettering, at \$1.50 each, prepaid, anywhere in the United States. Add 10 cents for postage to Canada, Great Britain and Ireland. Send your order now to

**THE ROTARIAN**  
910 Michigan Ave., CHICAGO, U. S. A.

### "NOT UNDERSTOOD."

Not understood! We move along asunder.  
Our paths grow wider as the seasons creep,  
Along the years; we marvel and we wonder,  
Why life is life? and, then, we fall asleep—  
Not understood.



Not understood! We gather false impressions,  
And hug them closer as the years go by,  
Till virtues often seem to us transgressions;  
And, thus, men rise and fall, and live and die,  
Not understood.



Not understood! Poor souls with stunted vision,  
Oft measure giants with their narrow gauge;  
The poisoned shafts of falsehood and derision  
Are oft impelled 'gainst those who mould the age—  
Not understood.



Not understood! How trifles often change us!  
The thoughtless sentence or the fancied slight  
Destroy long years of friendship, and estrange us,  
And, on our souls there falls a freezing blight—  
Not understood.



Not understood! How many breasts are aching  
For lack of sympathy! Ah, day by day,  
How many cheerless, lonely hearts are breaking!  
How many noble spirits pass away—  
Not understood.



O God! that men would see a little clearer,  
Or judge less harshly where they cannot see;  
O God! that men would draw a little nearer  
To one another; they'd be nearer Thee—  
And understand.

—Sent to THE ROTARIAN with greetings from Rotarian C. E. Howe of Houston and Springfield (Ill.).

## WOULD THAT THERE WERE MORE ROTARY CLUBS!

(Concluded from page 64.)

sands of personal expressions with regretful words and cordial handshakes.

One and all, these revelations are an amazing tribute to one most worthy and to his personality. But it is not from that standpoint that *The News* desires to view the development today. These testimonials have another great significance that is not personal. They reveal the community point of view. They testify that business men who may normally appear cold, hard and self-centered in their own affairs, in their own success, are keen to appreciate a personality that stands for unselfishness, for sympathy for all community uplift plans, for spending of brain, time and money for the good of others.

If anything could reconcile the business circles of Birmingham to the loss of Mr. Ford, it should be the realization that his departure has crystallized and brought into strong light this community appreciation of fine service. This realization accentuates the value, the attractiveness, the wholesomeness, the downright reward from a selfish standpoint, of a record like that of Mr. Ford. What citizen is there who would not be prouder of the tributes that have been paid to him than of a handsome fortune piled up in a bank by a sordid, selfish devotion to his own affairs. No wonder the recipient said of the card attached to a gift of silver by the Rotary club that it was the most valuable thing he would take away from Birmingham, a testimonial of priceless worth that he would transmit to his children. This was the card:

To A. H. Ford: Cherished by the Birmingham Rotary Club as a successful operator of a large industry, an enlightened and liberal citizen, a warm friend, a gentle-spirited man, a true Rotarian.

And yet that community estimate of his worth came to a man who lived here only seven years! What an example for emulation for other business men, with years ahead of them here! What an inspiration to unselfish living such an intangible attainment of character and friendship should be!

This community revelation, this crystallization of admiration for a helpful spirit, this warm response to an extremely busy man, a stranger of seven years ago, who had a genius for friendship, is one of the finest evidences of the breadth and depth and bottom of Birmingham. It means a vast deal for her future.

## **Rotarian Smokers** **LOOK! LISTEN!**

**Did you ever smoke a Real  
Pittsburgh Stogie?**

**"ORIGINAL FLATS"**  
**The Smoke that made Pittsburgh  
Famous!**

**Better than any 5c cigar**

**Secretary Perry and Adv. Mgr. Frank  
Jennings buy and smoke them. Nuf ced.**

**100 in a box—\$2.00 a box**

**Cash with Order**

**CARRIER CHARGES PAID IN U. S.**

**Your Money back if not Satisfied**

**W. L. DeCoursey**

(Rotarian)

**Columbia Bank Bldg.**

**Pittsburgh, Pa.**

## **HOTEL IMPERIAL** **(Rotary)**

**Broadway and 32d St.  
NEW YORK**

**The Pioneer Pure Food Hotel**

**Dancing in the Palm Garden**

Daily (except Sunday) 4 to 6:30 p. m.  
and 10 p. m. to 1 a. m.

**In the Radial Center of All  
Traffic Lines—Herald Square**

**Send for Booklet G and Map of City.**

**COPELAND TOWNSEND, Mgr.**

(Member of N. Y. Rotary Club.)

## Reynolds Asphalt Shingles

ENDORSED BY LEADING ARCHITECTS

GUARANTEED FOR 10 YEARS—WILL  
LAST MANY YEARS LONGER

Natural Colors of Garnet, Red, Gray and Green, Which Never Fade

We are the ORIGINAL MAKERS of Flexible Asphalt Shingles and tested our product for ten years before putting it on the market. Let us send you a booklet.

BEWARE OF IMITATIONS.

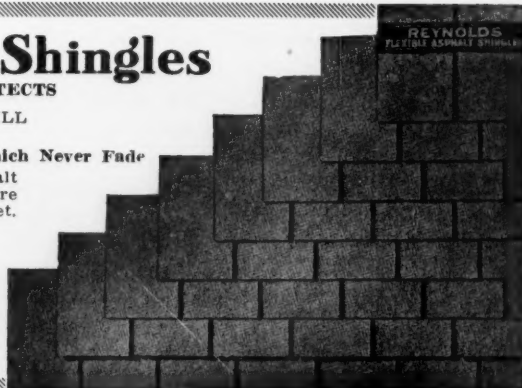
**H. M. Reynolds Asphalt Shingle Co.**

(Member Grand Rapids Rotary Club)

637 West Grant Street, GRAND RAPIDS, MICH.

Established 1868

Distributing Agencies at All Principal Points.



## WOLVERINE Brass Works

Manufacturers of

*High Grade Plumbers' Supplies,  
Tools, Bath Room Trimmings,  
Etc.*

**GRAND RAPIDS, MICH.  
U. S. A.**

San Francisco

New York City

Electrotyping  
Nickeltyping  
Stereotyping  
Matrices  
Lead Mold  
Nickel Steel  
Electrotype

Everything in  
Printers' Type  
Supplies and  
Machinery

## Grand Rapids Electrotpe Co.

HENRY L. ADZIT, Prop.

240 Lyon Street

**GRAND RAPIDS, MICH.**

(Member Grand Rapids Rotary Club.)

# CONGRESS

GOLD EDGES

## PLAYING CARDS

**For Social Play**  
**MONA LISA**  
A reproduction of Mona Lisa of the Louvre—and seven other designs added since January 1st. Others revised.  
Always something new in Congress  
Air-Cushion Finish. Club Indexes.

THE  
OFFICIAL RULES  
OF  
**CARD GAMES**  
Hoyle up-to-date  
SEND 15¢ IN STAMPS  
ISSUED  
YEARLY

# BICYCLE

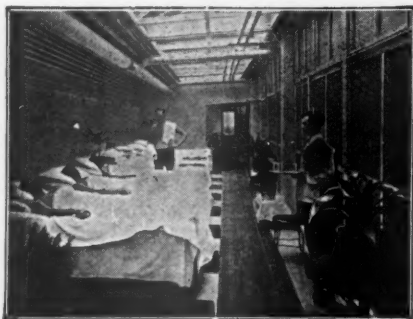
CLUB INDEXES

## PLAYING CARDS

**For General Play**  
The old saying "merit will tell" was never more true than when applied to Bicycle Cards. Used everywhere.  
IVORY OR AIR-CUSHION FINISH.

25¢ PER PACK

**THE U. S. PLAYING CARD CO., CINCINNATI, U. S. A.**



## Visiting Rotarians

While in Chicago be sure to visit

### THE KERCHER BATHS

S. E. Corner Congress and Wabash Ave.

Just ask for GEORGE and say "Rotary"—  
that's all.

BEST BATHS IN CHICAGO ESTABLISHED 40 YEARS  
(GEO. KERCHER, Member of Chicago Rotary Club)

## HOTEL SECOR

TOLEDO, OHIO

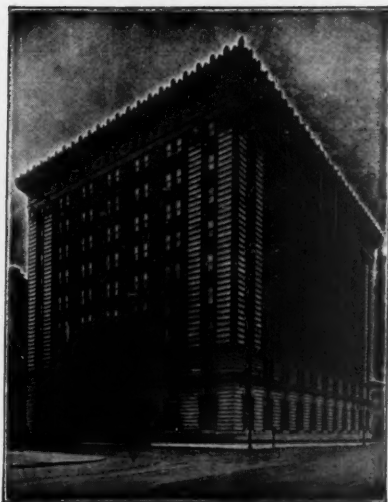
### FIRE-PROOF

—  
300 Rooms  
200 Baths

—  
56 Large Sample  
Rooms

—  
Cuisine  
Unsurpassed

—  
Rates \$1.50 a  
day and up



Also  
HOTEL  
WALLICK  
New York

—  
400 Rooms  
300 Baths

—  
HOTEL  
DESHLER  
Columbus, O.

—  
To be operated  
by same  
Management

**WALLICK BROS., Props.**

## The Education of Architects

By Charles W. Dawson, A. I. A.

(Concluded from page 73.)

this moment the descending and ascending curves cross, the tangential reactions are very much mixed, and no wonder helpless humanity is confused. But it all becomes clear if we can segregate them in their proper categories. Half of the so-called reforms of today, and those most loudly acclaimed and avidly accepted, are really no more than the desperate efforts of a dying force to prolong for an hour its pitiful existence, to postpone for a day its inevitable plunge into the sea of oblivion. On the other hand, the other half,—who shall estimate its true significance, its illimitable dynamic force? Under its varied forms lie the promise and potency of a new era, a new epoch of civilization; and I honestly think the great question that confronts every man today, and that must be promptly answered is "On which wave are you riding?" If on that whose crest loomed in the immediate past, then you are riding down the swift glassade of

dissolution and your day is nearly done; if on that which only lately has risen out of the dark, then before you lifts an ascent which cannot be checked and whose cresting is perhaps two or three centuries ahead."

I have not hesitated to quote at this length for the reason that Mr. Ralph Adams Cram stands among the leaders of those who bear a light for our feet in matters of art. I heartily commend to you his collection of essays entitled: "The Ministry of Art." It behooves us to grasp and assimilate the best in such writings as this; to constantly study the work of our brothers; to study with them the trend of modern art; and to analyze our own efforts that they may not be in vain and that our progress may be upward. We should try to first absorb and then disseminate the good that we can find, so that we and the public may advance together toward higher ideals and better practice in architecture and its kindred arts.

**HELLO!**  
**So You're**  
**a Rotarian?**



**T**HAT'S what Rotarian visitors to your office will say when they see this little Rotary Desk Clock on your desk.

You are probably doing business with many Rotarians and you don't know that they are Rotarians—this little clock will introduce you. Also, it will tell you the time and help you to keep your Rotary and other engagements.

**ONE-FIFTY**—postpaid  
 in U. S.—add 10 cents  
 for Canada and Great  
 Britain and Ireland.

**International Association of  
 Rotary Clubs**

**910 Michigan Ave.  
 CHICAGO, U. S. A.**

### MORE OR LESS PERSONAL.

A number of Rotarians were burned out with heavy losses in the big Grand Trunk Pacific Dock fire at Seattle, July 30. Messrs. Brown, David & Newman, of the Seattle Daily Record, suffered heavy loss from fire and water to their plant and stock. Mr. K. C. Kerr, publisher of the Railway and Marine News, lost his entire office files and equipment, as did also Mr. J. S. Gibson and Mr. Edgar A. Quigle, of the Washington Stevedore Company, and Mr. W. R. Chesley, of the Chesley Tug and Barge Company. The sympathy of the entire Association is extended to all of these gentlemen.

Rotarians in Mobile (Ala.) are putting Rotary on the map in their fight with the city and health officers to have the town cleaned up and the rats exterminated. At one of their meetings held recently, Mobile Rotarians raised over \$2,200 in a few minutes with only twenty-four members present. This money is to be used as a starter in connection with the cleanup of the city. Mobile Rotarians are determined to wipe out the rat nuisance infesting their city and have adopted the slogan, "There Is no Plague in Mobile and We Do Not Propose to Have Any."

Eugene MacCan of New York City is anxious for us to remind the Rotarians who travel that they ought to write the word "Rotarian" in parenthesis after their names on each hotel register. Someone else has suggested that instead of writing out the whole word Rotarian it would be just as well to write a capital letter R, and run a ring around it, and this sign in a circle would be recognized by any local or travelling Rotarian who might be looking over the hotel register and by the hotel people (at a Rotary hotel). In view of the fact that many men while proud of Rotary membership would shrink from adding the title Rotarians to their names when signing them, it may be that the second suggestion would be more generally used than the first one and probably Gene would be just as well satisfied. How about it Gene?

Those who have made themselves familiar with the proceedings of the Ad Men's Convention held at Toronto in June, probably remember that one of the really significant features of the proceedings was the adoption of a standard by the newspaper section (representing one hundred and seventy papers) to the effect that all advertising inimical to the public welfare shall not be published. It is especially noteworthy to impart to Rotarians that it was one of their number, Allen Albert of Minneapolis Rotary, who wrote the standards which were adopted by the newspaper section. Refusing to publish fraudulent or dishonest advertisements is one way of giving good service, all of which makes us think of the slogan, "He profits most who serves best." From time to time, our attention is called to the influence Rotary is wielding in commercial life . . . an influence that cannot help proving effective when such Rotarians as Allen Albert are on the firing line.



ONE MILLION  
**ENVELOPES**

Printed and made every day

**Every Envelope for Every Use**

Factory Direct to You  
at 20% SAVING

Write us for attractive samples and  
interesting prices.

**Berkowitz Envelope Co.**

20th Tracy and Berkowitz Ave.  
KANSAS CITY, MO.

## Landers Brothers Company

**Burlaps and Cotton Goods**  
(Plain and Colored)

**Webbing Buckram**

**Transparent Celluloid**

Wadding Mohair  
Enameled Muslins, Drills and Ducks  
Drills Ducks Sheetings  
Flaxene Oiled Duck  
Rubber Muslins, Drills and Ducks

Best Goods Prompt Shipments  
Write for samples and prices

**Toledo, Ohio**

R. A. LANDERS, Member Toledo Rotary Club

## Our Circulation

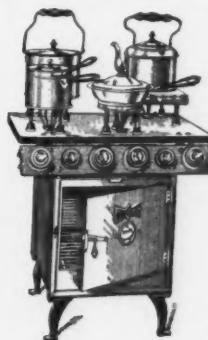
is made up of *leading business and professional men* in over 130 of the principal cities of the United States, Canada, Great Britain and Ireland.

These men have an object in reading *THE ROTARIAN*, which is their personal magazine.

They are interested in the advertisers for two reasons:

First, because they know that *THE ROTARIAN* does not accept any advertising except from reliable concerns with meritorious propositions,—and, second, they know the advertisers help support their magazine—where possible they buy from Rotarian advertisers because of these facts.

## Do It Electrically with a Simplex Range



No coal to bring in—  
No ashes to carry out—  
No dust—No fuel odors.

Just a clean, steady uniform heat, obtainable at the turn of a switch, in exactly the degree desired—low—medium—or high.

Absolutely dependable, because the same position of the switch will each time give the same amount of heat and the same result in cooking.

Easily installed in your old house; provide for it in wiring your new one. We also make a large variety of lamp socket cooking appliances.

Let us send you literature.

**SIMPLEX ELECTRIC HEATING CO.**

85 Sidney St.

CAMBRIDGE, MASS.

Members Boston Rotary Club.

If your Advertising Manager uses **SLIDES** for Motion  
**TOM** Picture Theatre Display have him write  
**PHILLIPS, Rotarian**  
5100 State St., CHICAGO

Simplicity

Waterman's

Ideal

Fountain Pen

WATERMAN'S  
IDEAL  
NEW YORK

WATERMAN'S  
IDEAL  
NEW YORK

SELF-FILLING, SAFETY,  
REGULAR TYPES,  
PRICES \$2.50 Upwards

SOLD AT THE BEST STORES  
L. E. WATERMAN & CO.  
173 Broadway, New York



“Miss Paterson”

invites all Rotarians

*to the*

Silk City of America

on Friday, October 16th

Rotary Day

*“Miss Paterson”*

*at the*

Paterson Industrial  
Exposition

and Silk Style Show with Living Models

October 12-24, 1914

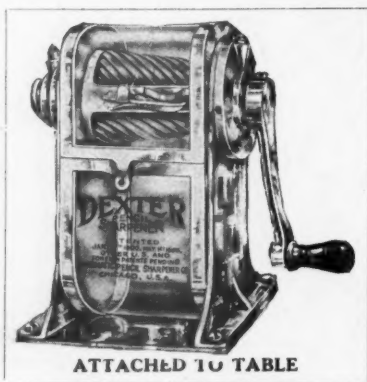
THE PATERSON ROTARY CLUB will show you what *real* Paterson hospitality means—and extends a cordial invitation to every member of Rotary who can possibly reach Paterson on October 16th. President Mulholland has promised to be present.

A good Rotary time is promised—**COME**  
AND BRING THE LADIES TO SEE THE SILK STYLE SHOW

*Buy the Best—Here It Is*

# The Dexter Pencil Sharpener

Unlimited **\$3.50** Guarantee



ATTACHED TO TABLE

Sharpens Every Pencil  
Made.

Automatically Produces  
Points from Blunt to  
Fine.

Sent postpaid on 10  
days free trial.

Returnable at our ex-  
pense if found un-  
satisfactory.



ATTACHED TO WALL

UNLIMITED **\$3.50** GUARANTEE

## *The Dexter Pencil Sharpener*

**AUTOMATIC PENCIL SHARPENER CO.**

**645 Atlas Block, Chicago**

*E. C. LOOMIS, Rotarian, Pres.*

The Dexter is used at your International Headquarters. They know  
it's what we guarantee it to be

## Classified Advertising and Reliable Business Directory

### AN OPPORTUNITY

For every Rotarian to be represented in the advertising columns of THE ROTARIAN at a nominal cost.

#### ONLY

#### FIFTY CENTS PER LINE

10 per cent discount on 6 issue contracts if paid in advance  
20 per cent discount on 12 issue contracts after first publication.

No ads accepted for less than three lines, nor less than six issues.  
Do you know of any other way that you can place your name and business before 15,000 live-wire representative business men for a dollar a month?

An inter-city trade directory constantly in the hands of every Rotarian.

Send in your order and copy NOW for the NOVEMBER number.

Headings provided for each distinctive business without charge.

THE ROTARIAN, 910 Michigan Avenue, Chicago.

### ARTIFICIAL LIMBS

LEGS MADE BY WINKLEY ARTIFICIAL LIMB CO. Minneapolis, Minn., are the best that money, science and conscientious effort can produce. Write J. H. Jepson, for catalog. Member Mp's Rotary Club.

### BANKERS

UNION TRUST CO. TRIBUNE BLDG. CHICAGO, ILL. A Bank of strength and character. One of Chicago's oldest banks.

### BATHS

THE KERCHER BATHS (S. E. COR. CONGRESS & Wabash Ave.) are the best baths in Chicago. Established 40 years. Geo. Kercher, Rotarian.

### BROOMS

BROOMS AND WHISK BROOMS FOR ALL PURPOSES. Mills, Shops, Factories, Railroads, etc. The Little Polly, the standard parlor broom. Harrah & Stewart Mfg. Co., Des Moines, Iowa, (Members of the Des Moines Rotary Club).

### CIGARS

DO YOU KNOW ABOUT THE NEW BRAND OF Clear Havana Rotary cigars? Write Quiros, Villazon & Company, Tampa, Fla.

### COLLECTIONS

PEORIA COLLECTION AGENCY, H. G. TRAUTVETER (Rotarian) Prop. Majestic Bldg., Peoria, Ill. Collections and Reports. Efficient service.

FORWARD YOUR CLAIMS FOR COLLECTION TO us. Prompt service any place in Texas or Oklahoma. We get results. Try us. Texas Law Company, W. C. Temple, Manager (Rotarian), Dallas, Texas.

### CORRUGATED FIBRE SHIPPING BOXES

LAWRENCE PAPER MANUFACTURING CO. Lawrence, Kansas, manufacturers of Jayhawk boxes and packing material for freight, express or parcel post. Write us for prices.

### DICTATING MACHINES

ASK OUR LOCAL REPRESENTATIVE TO DEMONSTRATE the new Edison Dictating Machine method of dictating your letters. Thomas A. Edison, Inc., Orange, N. J.

### DRAWING MATERIALS

B. K. ELLIOTT COMPANY,  
Pittsburgh, Pa.

Drawing Materials and  
Surveying Instruments.

Send for Illustrated Catalogue.

### EDUCATIONAL

ALEXANDER HAMILTON INSTITUTE, 37 ASTOR Place, New York City. Ask for our latest booklet containing a message to you. Cheerfully sent upon request.

SHELDON SCHOOL (BUSINESS BUILDING), 1018-1024 South Wabash Ave., Chicago. Send for copy of the "Service Idea"—free to you.

### ENGRAVING (PHOTO)

GATCHEL & MANNING, ESTABLISHED 1889, Philadelphia, Designers and Engravers in one or more colors for catalogs, advertisements, books, circulars, etc.

### ENGRAVING—Steel, Copper & Die Embossed

MOST EFFECTIVE LETTERHEADS, BUSINESS Cards, etc. designed and engraved in Steel, Copper or Die Embossed. Designs and samples on request. M. M. BEAR Co., 14 W. Washington St., Chicago (Rotarian).

### ENVELOPES

BERKOWITZ ENVELOPE CO., KANSAS CITY, MO. Every envelope for every use from factory direct to you at 20% saving.

### FLORISTS

JOHN R. NEWMAN, 24 TREMONT STREET, BOSTON, Mass. Choice Plants and flowers for every occasion. Don't forget us when ordering in Boston.

### FOLDING PAPER BOXES

THE DAYTON PAPER NOVELTY CO., 1126 E. Third Street, Dayton, O., Manufacturers High Grade Color and Embossed Cartons for all purposes. Also Corrugated Shipping Containers. Oyster and Ice cream Pails. Let's get acquainted.

### FOUNTAIN PENS

ASK FOR THE ROTARIAN FOUNTAIN PEN—Waterman's Ideal. Sold at all Rotary Stores. L. E. Waterman Co., New York.

### GUMMED LABELS

ROTARY CLUB SEALS, ALL KINDS OF GUMMED labels and advertising stickers. Fenton Label Co., 9th & Thompson Sts., Philadelphia, Pa.

### HOTELS

CHICAGO'S ROTARY HOTELS—VIRGINIA, COR. Ohio & Rush Sts. and Gladstone Hotel, Cor. 62nd & Kenwood Ave. Alex Dryburgh, Rotarian.

### JEWELERS & SILVERSMITHS

MAXWELL & BERLET, WALNUT & 16TH STS. Philadelphia, Pa. JEWELERS to HIS MAJESTY the ROTARIAN. We send—on suspicion—to Rotarians.

### KIDNEY SPECIALISTS

THE MEDICATED KIDNEY PROTECTOR CO. 401-6 Gerke Building, Cincinnati, Ohio. Established 1898. External treatment for Diabetes, Bright's Disease, Kidney Trouble & Rheumatism. Without the rigid diet. Urinalysis free to all Rotarians and their friends.

### LANTERN SLIDES FOR ADVERTISING

TOM PHILLIPS, CHICAGO, THE MAN WHO MAKES the nifty advertising lantern slides. See me first to be safe—5100 South State St.

### LEAD PENCILS

THE BLAISDELL PAPER PENCILS WILL REDUCE your office expense and increase the efficiency. Blaisdell Paper Pencil Co., Philadelphia, Pa.

**LEATHER NOVELTIES**

LET THE 'LEVEN LITTLE LEFT-HANDED LEATHERSMITHS do it.—Oh, anything in leathercraft, advertising novelties of every description. The Leather-smith Shops, 1033 Race St., Philadelphia, Pa.

**MAILING LISTS AND SALES LETTERS**

TEXAS MAILING LISTS. LETTERS WRITTEN which get Texas business. Rotarian service. Dallas Mailing Co., Dallas, Texas.

**MASON CONTRACTOR**

FREDERICK W. SINCLAIR, MASON BUILDER AND Contractor. We do everything in the Excavation, Concrete, Stone-work, or Brick-work line. 1606 Ludlow Street, Philadelphia, Pa. Bell Phone Spruce 43-32.

**MUSICAL SUPPLIES**

MUSICIANS SUPPLY CO. 64 LA GRANGE ST. Boston, Mass. Violins, Cellos and Bows. Genuine Italian Strings. Musical Merchandise of every kind.

**OFFICE APPLIANCES**

THE EDISON DICTATING MACHINE IS THE machine for dictating. See page ad in this issue and get the interesting book "The Tired Business Man."

YAWMAN & ERBE MFG. CO. FILING SYSTEMS. 1280 St. Paul Street, Rochester, N. Y. Booklet "How to Transfer Papers & Records" sent free.

**PAPER**

WINCHENBAUGH, LESTER P. 14 OLIVER ST. Boston, Mass. Unique specialties in best papers carried by nobody else. Samples cheerfully furnished.

**PAPER BOXES**

THE RANDOLPH PAPER BOX CO. INC. RICHMOND, Va. Manufacturers of druggists' boxes of every description, round boxes a specialty. Also printed, lithographed and embossed labels.

**RADIATOR VALVES**

"DOLE" BALL-BEARING PACKLESS RADIATOR Valves, for Steam, Hot Water and Modulating Systems. Dole Valve Co., 208 North Fifth Ave., Chicago.

**REAL ESTATE (HOMES)**

EASTWOOD—IN THE PATHWAY OF GREATER Houston's greatest growth, offers exceptional opportunities for profitable real estate investments. Write for map and price list. Wm. A. Willson Co., 914 Franklin Ave., Houston, Texas.

**RUGS (Oriental)**

DAVIS & NAHIKIAN, 13TH & WALNUT STS., Philadelphia, Pa. The experience of a business lifetime is put in service for your benefit.

**STOGIES (Original Pittsburgh)**

DID YOU EVER SMOKE A REAL PITTSBURGH Stogie—the smoke that made Pittsburgh famous? Then write to W. L. DeCoursey (Rotarian) Columbia Bank Building, Pittsburgh, Pa.

**TRANSFER WINDOW SIGNS**

MEYERCORD DECALCOMANIA TRANSFER Window Signs—let us make a design for you. The Meyercord Co., Chamber of Commerce Bldg., Chicago.

**TYPEWRITERS**

REMINGTON TYPEWRITER CO., NEW YORK, and everywhere. Call at one of our offices and ask to see demonstration of the Remington Column Selector.

## Liquor Advertisements Are to Be Excluded From Our Pages

This resolution was adopted at Houston by the Publishers of this magazine:

**WHEREAS**, THE ROTARIAN, our official publication, goes into thousands of homes where there is an abiding sense of the need of protection against the abuse of the liquor traffic; and

**WHEREAS**, there is a constantly increasing movement against the use of intoxicating liquors and the uncontrolled and destructive habit of excess; and

**WHEREAS**, liquor advertisements do not discriminate between the use and abuse of it, and are being refused by leading magazines and newspapers of this country; therefore be it

**RESOLVED** by the Board of Directors of the International Association of Rotary Clubs that the Editor and Business Manager of THE ROTARIAN be herewith instructed to refuse liquor advertisements of any character, feeling that in so doing we are furthering those aims for social and civic uplift that Rotarians ever have in view.

(In effect commencing with the December 1914 issue.)

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## Producing for Service.

**N**O LONGER do political economists venture to defend Individualism, the system of society based upon the theory of "each for himself and the devil take the hindmost." That theory should have never been extolled in a society that called itself civilized and cultured. However, every industrial system has had its apologists, and so competition to produce and sell for profit, and not for service, has had its sponsors. Ten years ago, competition was considered a bulwark necessary for national welfare. Today, co-operation or producing for service, is gradually taking its place. People are now learning to value co-operation as a constructive social factor—learning to co-operate, to serve, to create for the common good. The time is not far distant when co-operation shall become an everyday practice, and then will men and women begin to reap the fruits and glories of the world.—BARNET BRAVERMAN.